Board of Trade Journal

Volume 198, No. 3818 Published by Her Majesty's Stationery Office 20 May 1970

Price 2s 0d [10 p] net

The business end of Sabena.

An airline with 94% of its passengers on business might be expected to run a businesslike cargo service to deliver the goods their passengers sell.

We do.

In fact in 1966 at Brussels National Airport, a completely new cargo terminal was opened. It's big, fast, fully equipped and was operating a computerised manifesting system long before many other prominent airlines.

Of the total square footage of 158,000 Sabena occupy 110,000 square feet.

Needless to say Sabena offer – but in depth – such facilities as variable temperature cold stores, radioactive lock ups and special accommodation for animals.

This terminal is fully equipped for the palletised age and can turn round a giant Boeing 707 13 pallet freighter in well under two hours. Pallet preparation pits calibrated to automatic scales speed the cargo from one flight to another.

With the entire handling area under cover we can even guarantee the weather.

Our cargo network from U.K.– via Brussels of course – serves no less than 18 points in Europe, six in Africa and the Far East terminating at Tokyo.

Of course if you flew with us to sell the goods, you'll know we can fly them to the same place.

SABENA IATA

London: Skyport 7290/1. Manchester: Mercury 1542. Birmingham: 643 6105. Glasgow: 248 6018/9 Dublin: 773440.

Board of Trade Journal

VOLUME 198. NO. 3818. PAGES 1361-1436. MAY 20, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 1362
Subscriptions, Advertisements, Reprints 1362
Trading with the Gulf 1365
The Metrication Board's first report 1965-1969 Going Metric – The First Five Years 1370
Lord Brown outlines new BoT services to exporters of 'Export Workshop' 1374
'BoT may commission research into export of 'know-how' – Lord Brown 1375
Lord Brown speaks on overseas investment policy 1376
Anti-dumping application on nitrogenous fertilizers 1376
Applications for temporary exemption from import duty 1376
Training levy for Paper and Paper Products Industry Training Board 1376
Spring Bank Holiday 1970 1377
EFTA and reduction of UK import deposit scheme 1377
Special issue of EFTA Bulletin 1377
Consideration of mergers by the DEP 1377
Appointment of Regional Directors by Mintech 1377
Precision engineering firm to establish in Northern Ireland 1377
German stretch fabric factory in Northern Ireland 1377
Hose production expands at Team Valley 1377

Aviation and Shipping
Civil liability for oil pollution damage 1378
Oil in Navigable Waters Bill 1378
Government decision on summer 1971 air holiday prices 1378
Air misses over Epsom 1379
Changes in Dunsfold and Woodley-Midhurst air routes 1379
Appointment to Scottish Advisory Committee for Civil Aviation 1379

Parliamentary Answers 1380
Parliamentary Answers on aviation and shipping 1381
Government surplus sales by auction 1383

STATISTICS

The economy: selected indicators 1384
General assessment of the economic situation 1385
Record number of foreign visitors in March 1386
Business Monitor 1386
Cinema admissions and takings in January 1386
Work of the Royal Mint during 1969 1387
New companies registered 1387

United Kingdom Trade 1388
United Kingdom Overseas Trade – Unit value and volume index numbers for March 1393
United Kingdom trade by air in 1969 1400
Retailers' stocks in March 1402
Sales by wholesale textile houses 1402
Turnover of the motor trades in March 1403
Turnover of the catering trades, laundries and dry cleaners and hairdressers in March 1970 1404
Registration of British and foreign films 1405
Wholesale price index numbers 1406
Selected assets and liabilities of finance houses 1411
'Economic Prospects to 1972' 1411

EXHIBITIONS AND FAIRS

British successes at the Hanover Fair 1413
British machine tools on show in New Zealand 1414
Machinery exhibition for Nairobi 1414
Hanover Air Show 1415
First International Fair, Bucharest – more space available for UK exhibitors 1417
Birmingham plans for new National Exhibition Centre 1417
Third SIMA exhibition in Budapest 1417
1971 British Trade Week in Hamburg will link capital and consumer 1418
Exhibitors report 1418

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom Aid to developing countries. Italy and Somali. France and Spain. Double taxation 1419
Opportunities for exporters – calls for tender – agency inquiries, market reports, etc. 1420
Export Missions and Tours 1427

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Import duties 1433
Australia: Special Advisory Authority inquiry. Tariff Board inquiry on DC mill motors and on artificial Christmas trees and other novelties 1431
Canada: Hearing on photographic equipment 1434
Colombia: Reduction in customs duties for imports by multi-national firms 1433
Dahomey: Modifications in Mercurial Values 1429
European Communities: Common agricultural policy. Harmonization of legislation – proposed directives 1428
Germany, Federal Republic of: Agency legislation 1429
Guyana: Prohibition of trade with Portugal 1433
Kuwait: Ban on Cyclamates in foodstuffs 1429
Malaysia: Metrication switch starts in 1971 1429
New Zealand: Tariff and development board report 1433
United States: Motor vehicle safety – proposed standard on occupant crash protection. Motor vehicle safety – consumer information regulations, certification regulations 1434

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A lattice portal frame structure being erected in Ethiopia by Bromwich Structures Ltd., for use as a ceramic factory for Interkilm Engineering Inc., of United States. The engineering design department of Bromwich Structures Ltd. have designed a new form of lattice portal frame structure to meet architects' and engineers' requirements for economic types of light and medium load industrial buildings. The frames of the structure are manufactured by Bromwich Structures in standard component form in a wide range of spans and eaves heights. All components are jig built to ensure complete accuracy and all welding and fabrication is carried out in accordance with British Standard codes of practice. Each frame is designed as a pinned base portal frame and only the most simple foundations are required. This, and the fact that the lightweight frames are easily handled and erected by site labour helps to reduce construction costs. Bromwich Structures have completed projects in Bahrain, Dubai, Teheran and Ethiopia.

Late Announcement

London Opera Society

A winding up order has been served on the London Opera Society. As a consequence, performances by the Society of 'Adriana Lecouvreur' at the Drury Lane Theatre on May 24 and of 'Le Prophete' at the same theatre on July 19 have been cancelled.
Ticket holders are advised to apply to the Official Receiver at Inveresk House, 346 Strand, London W.C.2.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	This week
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	This Week
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	5 Feb. 1970
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	13 May 1970
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production, exports and orders (M)	29 April 1970
Film industry:	
British Film Fund Agency returns (M)	13 May 1970
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry orders and deliveries (M)	22 April 1970
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	6 May 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	13 May 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	This week
Business (M)	13 May 1970
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production	
Index nos. (M)	29 April 1970
N. Ireland index (M)	29 April 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	25 Mar. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Production (M)	13 May 1970
Volume of production (M)	13 May 1970
Motor industry:	
Car and commercial vehicle production (M)	13 May 1970
Motor trades turnover (M)	This week
Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	22 April 1970
Retail trades:	
Index nos. (M)	13 May 1970
N. Ireland index (M)	13 May 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	6 May 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1970
Industry's stocks (Q)	8 April 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	29 April 1970
Cotton production (M)	29 April 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Feb. 1970
Wool output (M)	29 April 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	This week

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	This week
Board of Trade Regional Organization	13 May 1970
British Commercial representatives overseas	22 April 1970
Customs notices of interest to exporters	This week
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July.-Dec. 1969	18 Feb. 1970
Official Receivers' offices	This week
Programme of trade promotions	11 Mar. 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast 1, or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities. 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclose please find £6 18s. 6d.
being one year's subscription to the
BOARD OF TRADE JOURNAL,
The copy should be sent to:

Name .....

Address .....

.....

Board of Trade – Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries in relation thereto should be addressed to the nearest Official Receiver. A list of Official Receivers with official addresses and telephone numbers is given below.

Bankruptcy – High Court
Victory House, Kingsway, London, W.C.2
(Tel. 01-405 7641)
W. Whitehead, W. H Haigh, N. Saddler.

Companies Winding-up – High Court
Inveresk House, 346 Strand, London, W.C.2
(Tel. 01-836 7733)
A. T. Cheek, H. C. Gill, P. C. Hewett

Birmingham
Commercial Union House, Martineau Square, Birmingham 2 (Tel. 021-236 8831/7)
A. D. Gwyther, J. F. O'Reilly.

Bournemouth
Maple Chambers, 41 St. Peter's Road, Bournemouth BH1 2JS (Tel. 0202-28208/9)
A. H. Horler.

Bradford
West Riding House, Cheapside, Bradford (Tel. 0274-33651/2)
P. A. Lawrence.

Brighton
8 Old Steine, Brighton, BN1 1EJ (Tel. 0273-64301/4)
T. H. Parker.

Bristol
Avon House, Telephone Avenue, Bristol, BS1 4BN (Tel. 0272-22852)
G. W. Sisman.

Cambridge
49 Bateman Street, Cambridge, CB2 1LT (Tel. 0223-53930 and 59646)
R. F. Savage.

Canterbury
Lombard House, 12-17 Upper Bridge Street, Canterbury (Tel. 0227-62070 and 65037)
A. R. Haigh.

Cardiff
9th Floor, 24/26 Newport Road, Cardiff, CF2 1SH (Tel. 0222-30575)
B. J. Longley.

Chester
Dee Hills Park, Chester, CH3 5AR (Tel. 0244-21471/2)
T. Wilks.

Croydon
Park House, 22 Park Street, Croydon, CR9 1TX (Tel. 01-686 4961)
E. C. Sherwood.

Exeter
Eastgate House, High Street, Exeter, EXT 3J4 (Tel. 0392-35445)
A. J. Seldon.

Gloucester
Grosvenor House, Station Road, Gloucester, GL1 1ST (Tel. 0452-21658/9)
H. W. Kirkwood.

Hull
Beverley House, St. Stephen's Square, Hull, HU1 3XF (Tel. 0482-23720 and 23729)
J. E. Friend.

Ipswich
St. Clare House, Greyfriars, Ipswich (Tel. 0473-56731)
T. A. Tuck.

Kendal
Eskdale House, Shap Road, Kendal (Tel. Kendal 1741)
J. Tye.

Leeds
Pearl Chambers, East Parade, Leeds, LS1 5BX (Tel. 0532-28011/2)
W. A. Bishop.

Leicester
Prospect House, 94 Regent Road, Leicester, LE1 7DE (Tel. 0533-22251/3)
H. Roach.

Liverpool
West Africa House, 25 Water Street, Liverpool, L2 0RQ (Tel. 051-236 8397/8)
R. W. F. Pagan.

Manchester
Townbury House, 11 Blackfriars Street, Salford, M3 5AB (Tel. 061-832 2471)
W H. Meredith, A. N. Percy.

Newcastle-upon-Tyne
3rd Floor, St. Nicholas Buildings, 4 St. Nicholas Street, Newcastle-upon-Tyne, NE1 1RF (Tel. 0632-21104/5)
W. Armstrong.

Northampton
6 Cheyne Walk, Northampton, NN1 5QA (Tel. 0604-37288/9)
R. F. Savage.

Norwich
Davey House, Castle Meadow, Norwich, NOR O2D (Tel. 0603-28983/4)
T. A. Tuck.

Nottingham
1 Collin Street, Nottingham, NG1 7EP (Tel. 0602-51596/8)
W. W. Jordan.

Plymouth
63 New George Street, Plymouth, PL1 1RD (Tel. 0752-68554)
W. A. Driskell.

Reading
PO Box No. 40, Somerset House, 3 Blagrave Street, Reading, GR1 1QE (Tel. 0734-581931)
R. G. Goddard.

Rochester
40 St. Margaret's Street, Rochester (Tel. 0634-42603 and 46906)
A. R. Haigh.

St. Annes
St. Annes House, Wood Street, St. Annes-on-Sea, FY8 1QQ (Tel. 0391-5-22141/4)
J. Tye.

Sheffield
8/12 Furnival Gate, Sheffield, S1 4QN (Tel. 0742-226691/2)
K. A. Miller.

Southampton
21 London Road, Southampton, SO9 1NQ (Tel. 0703-23348/9 and 23340)
A. H. Horler.

Southend
Colman House (2nd Floor), 61 Victoria Avenue, Southend-on-Sea, SS2 6EF (Tel. 0702-41316/7)
F. L. Sage.

Stockton
4 Bridge Road, Stockton-onTees, Teesside, TS18 3BP (Tel. 0642-65598/9)
W. Armstrong.

Stoke
London House, Hide Street, Stoke-upon-Trent, ST4 1QN (Tel. 0782-45256/7/8)
D. S. Clackett.

Swansea
Grove House, Grove Place, Swansea, SA1 5DL (Tel. 0792-50652)
P. W. Nunn.

Watford
40 Clarendon Road, Watford, WD1 1HJ (Tel. 0923-44288)
F. L. Sage.

Over 3,000 firms have already joined the Board of Trade's new computerised Export Intelligence Service.

Will you be one of the best-informed exporters from June 2nd?

Over 3,000 firms have already joined the Board of Trade's new Computerised Export Intelligence Service. And hundreds more are joining each week, to take full advantage of the service when it opens on June 2nd.

If you have not yet filled in your application papers, now is the time to do so.

Selectivity

Computerised Export Intelligence is tailored for *you*—to save your time. All information is broken down by computer into 5,000 product categories, 200 geographical regions and 14 different types of intelligence.

Overseas demand will be precisely matched to home supply. You have only to list your markets, products and intelligence requirements once. And you will then be sent all those details of export opportunities directly relevant to yourself. Up-dating any information you want can be done at any time.

In addition, provision has been made for Project and Services information: for example, architects, banks, consultants, and others whose interests cut across standard product and market categories.

Speed

Under this new system all information will reach you within 48 hours of receipt by the Board of Trade—urgent items will be sent by phone or telex.

Cost

The initial cost is £25. For this sum you receive up to 500 notices on the countries and types of intelligence for which you have registered. The computer will bill you for a further £25 either on the anniversary of your joining, or as soon as you have received 500 cards, whichever comes first.

Subscribers will also receive *free* quarterly and economic trading reports on more than 100 countries.

This new Export Intelligence Service demonstrates the determination of the Board of Trade to provide an ever more modern series of world-wide services to British exporters.

Join today!

The service starts on June 2nd. So don't get left behind. Fill in the application papers on your desk now. If you have not received full details, complete the coupon below, and post it today.

To: The Director,
Export Intelligence,
Board of Trade,
Hillgate House, 35 Old Bailey,
London, EC4.

I am interested in Computerised Export Intelligence. Please send me full details of your new service.

NAME .....

STATUS.....

COMPANY.....

.....

ADDRESS .....

.....

.....

C.153

EXPORT INTELLIGENCE
at the Board of Trade

H.Q. London: 01-248 5757 Telex: 886143

Belfast (Ministry of Commerce) 34488 Telex 74578
Birmingham 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214 · **Cardiff** 62151 Telex 49267
Glasgow 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472
London (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991
Manchester 061-236 2171 Telex 66104 · **Newcastle** 27575 Telex 53178

Trading with the Gulf

This is the first of a series of articles about the States along the eastern shore of the Arabian peninsula. Their prosperity is based on the oil that has, in an almost unbelievably short time, transformed several of them, notably Kuwait, Qatar, Abu Dhabi, Dubai, and Muscat and Oman, from comparative poverty to become some of the fastest growing markets in the Middle East. British exports to the region have grown substantially in the last five years, viz.:

	1965	1966	1967	1968	1969
£ million	37·7	45·8	51·6	67·7	92·6

The needs of these markets are infinitely varied and present the British exporter, as some have already discovered, with great potential opportunities. These articles should convince those unfamiliar with the area of the real commercial prospects to be found, and should remind others of the importance of seizing the opportunity of establishing a firm foothold in the region now.

THE PROTECTED STATES of the Gulf, consisting of Bahrain, Qatar, Abu Dhabi, Sharjah, Ajman, Umm al Qaiwan, Fujairah and Ras al Khaimah, are strung like a chain of beads along the north eastern shore of the Arabian peninsula. Their total population of about half a million have advanced over a very short period from a state of comparative poverty to form one of the richest and fastest growing markets in the Middle East, though with it are found, still, extremes of wealth and poverty. A subsistence economy based on pearl diving, fishing and dates has been transformed widely, though not universally, by burgeoning oil incomes, a transformation to which the mushrooming towns of Manama (Bahrain), Doha, Abu Dhabi and Dubai bear witness.

Wealth from oil

Oil was discovered in Bahrain as long ago as 1933, and the long years with a steady, if modest income, have given Bahrain a tradition of education, medical services, roads and, perhaps most important from the merchants' and exporters' point of view, a sound and modern administration. In Qatar an oil income of some £50 million a year has made possible a rapidly expanding network of roads and other public services, and the essential elements of an administrative system. Abu Dhabi's fabled oil wealth has, in just a few years, transformed a simple fishing village into a prosperous town with the highest income per head in the world. Income from oil was £80 million in 1969, for a population of some 60,000 people. As an oil producer it has recently been joined, albeit on a lesser scale, by Dubai, whose prosperity had hitherto depended on its entrepot trade. Typically, Dubai's new income is being used immediately to finance an ambitious capital development programme, including a £25 million harbour project being built by Costains, designed to enhance the town's status as a commercial centre. Moreover, though oil in commercial quantities has not yet been found in the smaller states, substantial sums have been paid in concession rentals, and already land values in Ras al Khaimah at the northern end of the Trucial States have been rising in anticipation of oil being found.

His Highness the Ruler of Abu Dhabi signed a contract with The Cementation Company (Jersey) Ltd. on April 22 to design, construct and equip a 225 room hotel on Abu Dhabi Island to be managed by Hilton Hotels International. In the photograph are (left to right): Mr. Paul Massarik (director of the Cementation Co. (Jersey) Ltd.), H. H. Shaikh Zaid bin Sultan al Nahayyan (Ruler of Abu Dhabi), Mr. John H. Butter (Director of Finance, Abu Dhabi Government) and Mr. Jamil C. Amyuni (Middle East representative, The Cementation Co. (Overseas) Ltd.).

Development and diversification

All the major states are conscious of their dependence on oil income and are anxious to diversify. Thus in Bahrain an aluminium smelter will be providing a major new source of income within two years and ample reserves of gas for other development is reported to be available. A flour mill and other light industries are being developed including enterprises ancillary to the smelter. In Doha a fertilizer plant manufacturing nitrogenous fertilizers for export and a flour mill are in construction, Qatar is committed to a programme of industrial development, and an active search for other viable projects is under way. In Abu Dhabi Arthur D. Little have been retained to advise on other possibilities for diversification. In Dubai the accent is on commerce but one or two light industries have been established including an aluminium fabricating plant and a flour mill; a cement factory is also under consideration. All these developments will, of course, be expected to give rise to further ancillary industry of various kinds and there is considerable scope for British business to step in with proposals for viable schemes. The local authorities and businessmen are very ready to welcome British participation in joint schemes.

Social development also provides opportunities for British business, in the construction and equipment of schools, roads, housing, hospitals, power stations, sewerage and water schemes, all of which are being developed in one or another of the states. Building materials and electrical equipment are a very fruitful market and carpet and furniture manufacturers, especially of fully knocked down furniture, have reported success despite keen competition.

The increase in wealth which development has brought is resulting in a large increase in demand for consumer goods of all kinds. Here the competition is determined and the closing of the Suez canal has deprived Britain of a freight advantage compared with other sources such as Japan and the United States. Perhaps inevitably at the cheap end of the market, trade is dominated by India, Pakistan and China

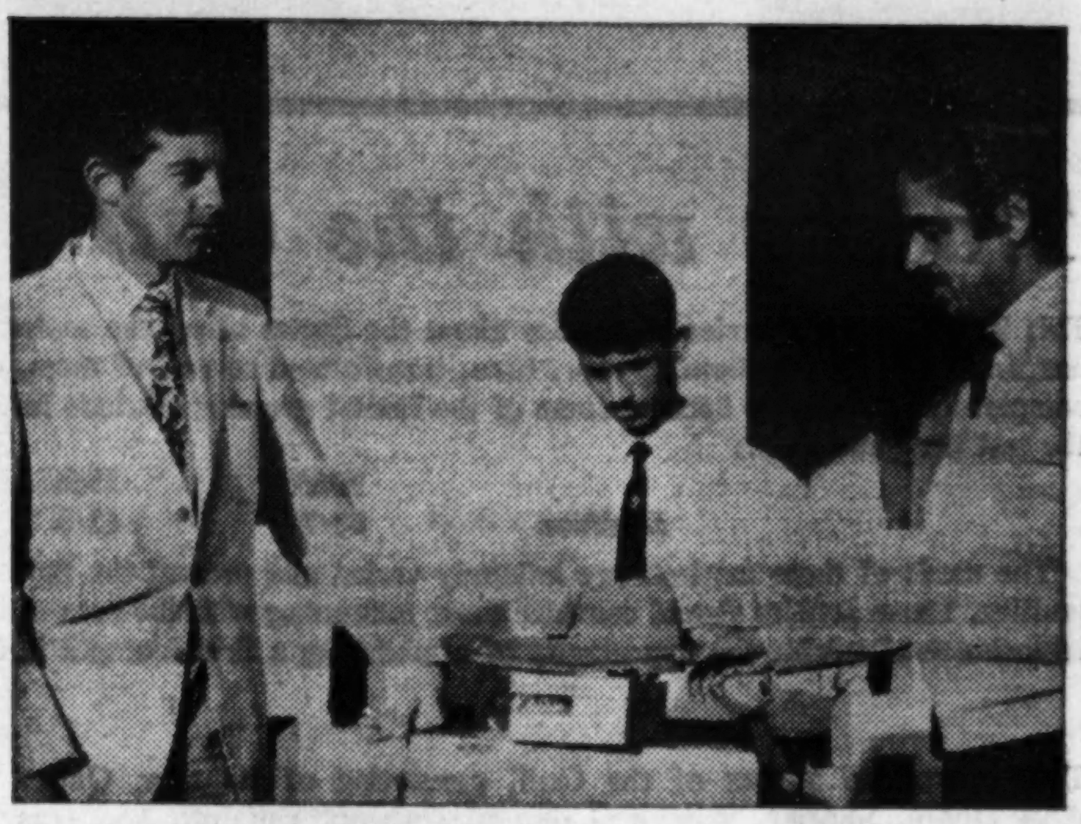
(Continued on next page)

TRADING WITH THE GULF, *continued*

but Britain has a good share of the market for quality consumer goods, though there are fields, such as foodstuffs, clothing, synthetic fibre textiles, electrical consumer durables where with determination our market penetration could be increased.

Why British business should be active now

At present, in these fields, and perhaps most markedly in industrial development, British business has advantages. A lifetime of doing business with Britain, a wide knowledge of English, and the special status of Britain as the protecting power, with sole diplomatic representation for over a century, has left its mark. British banks are exceptionally well established and able to offer detailed knowledge and advice about local conditions. Most local businessmen who can afford it visit the United Kingdom to avoid the gruellingly hot summer months. British standards and specifications are widely used. Britain's special position however has in some respects less than two years to run. The British Government has announced its intention of withdrawing its military forces from the Gulf by the end of 1971 and it may be assumed that thereafter foreign diplomatic missions will be crowding into its towns; with them will come greater pressure from these countries' exporters. The British Council is expanding its activities and we may hope that the use of English as the first language after Arabic in commerce will remain. But already the number of foreign trade missions visiting the area is increasing and trade representations have been opened by Australia, Saudi Arabia, India and Iraq and may well be followed by more. However the next two years, before the exclusive nature of Britain's official relationship with the Lower Gulf ceases, are an especially good time in which to consolidate and develop our trade connections. Our Commercial Services are gearing themselves to provide the necessary assistance to exporters and already a number of BNEC trade missions is planned for 1970. More still are expected for 1971, and there will be an especial welcome for hard selling specialist trade missions and individual exporters in the consumer field and those serving the construction industry.



Hiro Jashanmal, manager of Jashanmal & Sons, Dubai, and Mr. G. P. Lockton, British Commercial Secretary, inspect an air freight consignment of Clark's Shoes for Dubai. The 'Desert Boot' is a very popular item in the Trucial States.

We hope in this and other ways to do good business and in so doing to demonstrate to the local people and their governments the firmness of Britain's intention to maintain her interest in the area.

The challenge of the future

The states of the area themselves are preparing for the challenge of the future in both the political and economic fields. After the announcement of Britain's impending withdrawal of her troops the nine ruling sheikhs, who have in the past staunchly maintained their independence, met to discuss the formation of a Union of Arab Emirates, planned to become a fully sovereign and independent state after 1971.

A series of meetings have taken place between the Rulers, at which, despite setbacks from time to time, they have gone some way towards laying down the structure of the proposed state. While progress has not been as fast as many would wish, it has been remarkable considering the history of discord which the Rulers concerned have inherited. Some progress has also been made towards agreement with their large neighbours. Iran and Saudi Arabia, and the elimination of traditional sources of dispute with them. Altogether there is a reasonable prospect, even though its form is as yet indeterminate, that a stable political framework will evolve in which the growing prosperity of the region may be safeguarded and in which its people may continue to live and trade at peace. One may say that, whatever

The British Bank of the Middle East

Incorporated by Royal Charter 1889

HEAD OFFICE: 20 ABCHURCH LANE, LONDON, EC4
01-623 2030 Telex 263473

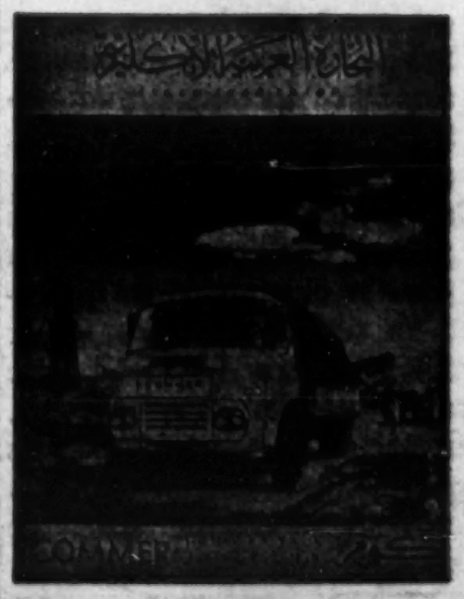
A MEMBER OF THE HONGKONG BANK GROUP

CHAIRMAN: C. E. LOOMBE, C.M.G.
GENERAL MANAGER: G. A. CALVER

BRANCHES
ABU DHABI · BAHRAIN · DUBAI · INDIA · JORDAN
KUWAIT · LEBANON · MOROCCO · MUSCAT AND OMAN
QATAR · RAS AL KHAIMAH · SAUDI ARABIA · SHARJAH
SWITZERLAND · TUNISIA

ASSOCIATED BANK IN IRAN
THE BANK OF IRAN AND THE MIDDLE EAST
TEHRAN AND KHORRAMSHAHR

ASSOCIATED BANK IN LIBYA
BANK OF NORTH AFRICA
TRIPOLI, BENGHAZI, MERSA BREGA & AJDABIA



ANGLO-ARAB TRADE
(IN ARABIC)
is used by many leading British exporting Companies to develop their trade with Arab countries. This journal can help you to increase your sales in these rapidly expanding markets.
Write for a specimen copy and and full details to:–

BRITISH INDUSTRIAL PUBLICITY OVERSEAS LIMITED,
WALTER HOUSE, BEDFORD STREET, LONDON, W.C.2
(01-836 9858/9/0 & 3885)

Many leading British exporters to Arab countries are making available details of their products and services in Arabic. Photograph shows a selection of sales leaflets, instruction manuals, reports, trade mission leaflets, etc., produced by the British export journal Anglo-Arab Trade *on behalf of British exporters.*

the political future of the area, the risk the exporter will have to face is rather the common one in fast developing countries of the administrative machinery of government straining not wholly successfully to keep up with expanding prosperity, than that of political instability.

Trading with the Gulf

The merchants of the Gulf may indeed be accustomed to doing their business in English, but they are accustomed to doing it in their own way and it is as well for British visitors to adapt themselves to it. The Arab merchant – or he may here be Persian or Pakistani – is a friendly, courteous and hospitable man. He does his business at a civilized pace over coffee and soft drinks. The man who rushes into his office with ten minutes to spare in which to obtain an order will be disappointed. Or if, out of courtesy, he is given his order it will not lead to a repeat. The visitor who has time for the country only between the morning and evening planes is not regarded as worth dealing with seriously. But come, and be prepared to drink coffee and chat and you become his friend and he your customer for a long time. Come every year and more often if possible and get in touch wih him when he comes to Britain in the summer; yours will be the face his mind turns to when he has a deal or a project under consideration. Even in these days when the leading local business houses are ordering their second computers the Arab merchants do not scorn traditional ways.

The 'sole agency' is a common but far from universal custom. Exporters of consumer goods will find it well worth considering selling to more than one merchant and, as so often advised, to consider the 'second line' importer for his agency rather than major merchants with a number of agencies already running well into three figures. But there are of course times when the wide contacts of a senior merchant will be essential. In any case, agents should be chosen with especial care, since there may be pressures militating against a change of agents even if one proves unsatisfactory. An exporter may find himself under pressure to offer a sole agency for the entire Gulf area. It is seldom that this will be wise and it is worth ensuring that a merchant considered for such an agency is capable of active marketing in all the states of the area. This applies also to merchants based in Kuwait or even Beirut who may not fully appreciate or acknowledge the extent to which this location puts them at a disadvantage in the small states of the Gulf.

(Continued on next page)

FROM THE ATLANTIC TO THE GULF THE ARAB WORLD IS ON THE MOVE

If the Middle East is included in your business development, or if you are interested in exporting to this rapidly expanding market, then let the Arab Bank the resident bankers with the knowledge and forty years experience of local and international banking advise you.

The Arab Bank has thirty-eight branches throughout the area, and can provide complete information on economic intelligence and local market conditions. *From Morocco to Abu Dhabi the Arab Bank can be your eyes, ears and helping hands wherever Arabic is spoken.*

	Jordan Dinars	£ sterling	U.S. dollars
Capital & Reserves	14,000,000	16,450,000	39,200,000
Deposits	107,000,000	125,725,000	299,600,000

1 Jordan Dinar (1 JD) = £1.3.6=$2.80

THE ARAB BANK LTD

Head Office: Amman, Jordan

Doyen of Middle Eastern Banking

Branches of Arab Bank Limited in

Abu Dhabi, Bahrain, Dubai, Gaza, Jordan, Lebanon, Morocco, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Sudan, Tunisia.

ARAB BANK (OVERSEAS) LTD.
Talacker 21, Zurich
Telephone: 051/25.50.35
Telex: 52.279
Capital & Reserves: S. Fr. 34,400,000

and at 3, Rue du Marché, Geneva
Telephone: 022/25.43.55
Telex: 22.038

ARAB BANK (NIGERIA) LTD.
P.O. Box 1114, Lagos
P.O. Box 318, Kano.

ARAB BANK A.G.
15, Grosse Gallusstrasse,
Frankfurt/Main
Telephone: 20306
Telex: 414249

Capital D.M. 5,000,000

ARUBA BANK
P.O. Box 678
Tripoli, Libya.
and at P.O. Box 1279
Benghazi, Libya.

Make our knowledge the source of your future business in the Gulf

We know a lot about the Gulf—
we've been there for 50 years.
Through our branches in Bahrain, Qatar,
Abu Dhabi, Dubai, Sharjah and Muscat
we can let you know about the export
prospects and business investment
available in the area, and introduce you
to valuable local contacts.

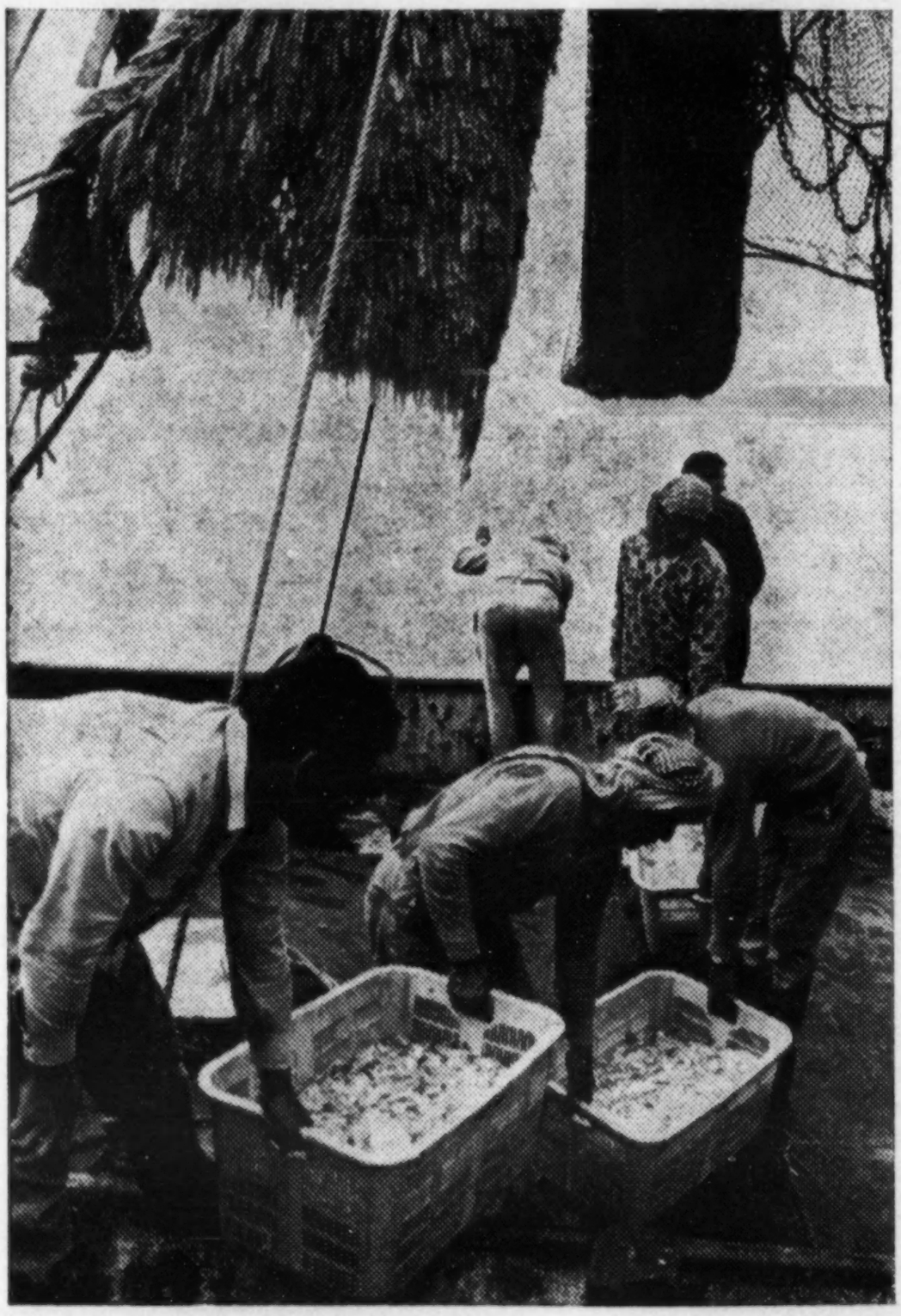
The Eastern Bank Ltd.

Head Office:
2 & 3 Crosby Square, London, E.C.3
Telephone: 01-588 2044

A member of Standard and Chartered
Banking Group Limited

TRADING WITH THE GULF, *continued*

The contrasts in the Gulf, where the donkey is still a much used beast of burden but where a space satellite receiver station connects the telephone network swiftly and clearly to London, are extreme; there are signs of a rapidly growing prosperity, in a market with an outward looking attitude of willingness to do business with any man, and there is a big opportunity for British exporters who are prepared to offer competitive prices and, above all, realistic delivery dates in the growing appreciation of the virtues of British quality. Britain can already claim 25 per cent of the total rapidly growing trade of the states of the Lower Gulf. British exports to the area in 1969 were some 25 per cent up on the previous year. Provided our share is defended aggressively there is no reason why it should not be kept into the seventies.



Fishermen at work in Bahrain.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

SHIP VIA

PORT of TYNE

- ☐ 38 CARGO BERTHS IN RIVER AND DOCKS
- ☐ 2 DRIVE-ON DRIVE-OFF BERTHS
- ☐ ROLL-ON ROLL-OFF, SIDE-LOAD, UNIT LOAD AND BULK CARGO HANDLING FACILITIES
- ☐ CRANES FOR CONTAINER TRAFFIC
- ☐ MECHANICAL TIMBER HANDLING
- ☐ TRANSIT SHED ACCOMMODATION
- ☐ REBATES TO PART CARGO VESSELS
- ☐ REGULAR SERVICES TO SCANDINAVIA AND NORTHERN EUROPE
- ☐ THE PORT OF NORTH EAST ENGLAND ON THE MAIN RAIL AND MOTORWAYS TO LONDON, THE MIDLANDS AND SCOTLAND
- ☐ RIVERSIDE AND DOCKLAND AVAILABLE FOR DEVELOPMENT
- ☐ EXTENSIVE SHIP REPAIR FACILITIES

ENQUIRIES TO:

Commercial Manager

PORT OF TYNE AUTHORITY

BEWICK STREET

NEWCASTLE UPON TYNE, NE1 5HS, ENGLAND

Telephone: NEWCASTLE 25541

GRAY MACKENZIE & CO. LTD.

(Incorporated in England)

A Member of The Inchcape Group of Companies

LLOYD'S AGENTS
LIGHTERMEN · SHIP AGENTS · TRAVEL AGENTS
INSURANCE AGENTS · GENERAL MERCHANTS

Head Office: 40 St. Mary Axe, London, E.C.3.

Branches:

IRAQ—Baghdad, Basrah

IRAN—Teheran, Abadan, Bushire, Kharg Island, Khorramshahr, Bandar Mah Shahr, Bandar Abbas, Bandar Shahpour, Lavan Island

KUWAIT—Mina al Ahmadi, Mina Saud, Mina Abdulla

ABU DHABI—Jebel Dhanna MUSCAT—Mina al Fahal
BAHRAIN DUBAI SHARJAH RAS AL KHAIMAH

Subsidiary Companies:

BAHREIN SLIPWAY CO. LTD.
Engineers & Ship Repairers

DILMUN NAVIGATION CO. LTD.
Coastal Tankers & Dry Cargo Vessels

GRAY MACKENZIE, TOWELL & MOOSA (MUSCAT) LTD.

Associated Companies:

IRAQ—BUSREH SLIPWAY CO. W.L.L.

KUWAIT—KUWAIT MARITIME & MERCANTILE CO. K.S.C.
Ships Agents & General Merchants

The Metrication Board's first report 1965 – 1969 Going Metric – The First Five Years

By Gordon Bowen, CB, CMG, director of the Metrication Board

The message of the report

In 1968, when the Minister of Technology announced his intention to set up the Metrication Board, he confirmed the Government's acceptance of the end of 1975 as the target date for provisional programmes in all sectors of the economy. The central message of the Board's first report† is clear; the target of 1975 will be achieved. Remarkable progress has been made. A number of industries are already metric. Many more will go metric in 1970 and 1971. The metric front is broadening the pace of change is quickening all the time. The industrial effort is now matched throughout the economy, in education, in industrial training, in transport, fuel and power, and is reinforced by complementary action by Government Departments and local Authorities.

Most of the credit for the great progress which has already been made must go to the British Standards Institution, the Royal Society, the British Productivity Council, the School's Council, the Confederation of British Industry, the major trade associations and other industrial organizations, and some forward-looking individual firms. Among the leaders are those Government Departments most closely associated with public construction programmes. A great deal had been accomplished before the Metrication Board came into existence. The Board is now engaged in consolidating this progress, in co-ordinating the whole effort, in stimulating action where it has been lacking or feeble, and in doing all that is possible to ensure that the change goes forward smoothly. This requires timely information to those who will be affected by the changes. They need to know what is to happen, why it will happen, and what the effects are likely to be.

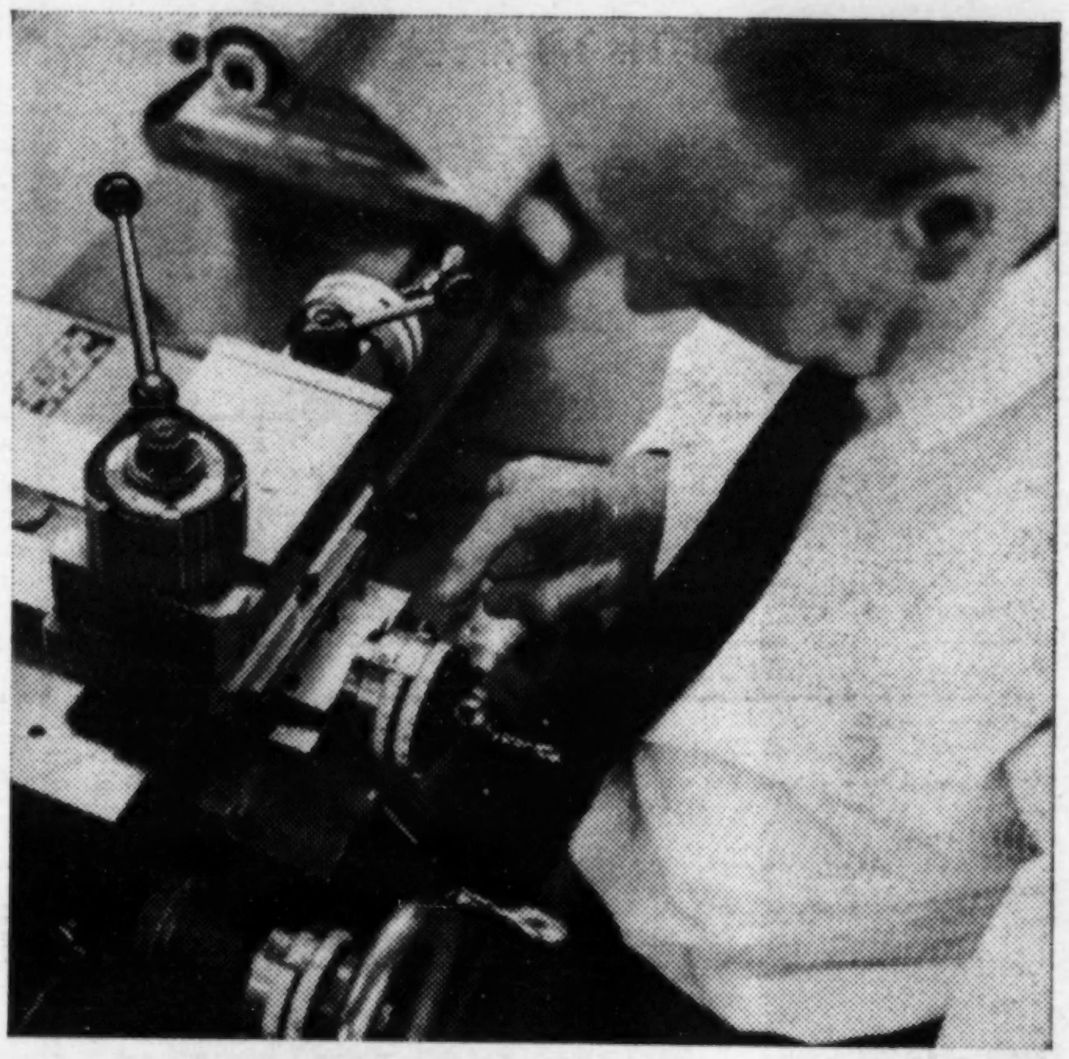
The task of the Board

In his statement to the Press immediately following the first meeting of the Board of May 28 last year, our chairman, Lord Ritchie-Calder, said that the Board faced a complicated problem but one which, in its elements, was not difficult. Everything we have seen since then has shown how apposite these words were. The task is large and complex and is not without some awkward problems. But, as the Board's report shows, detailed examination sector by sector has not brought to light any problem which will not respond to thorough analysis and sustained effort.

Two examples of general problems which affect a wide range of activities are the conversion and replacement of weighing machines and machine tools to metric working. Very large numbers of weighing machines are in use in industry, in commerce and in transport. The task of converting them is complicated, partly for technical reasons but mainly because of the sheer volume of the total workload, and the need to time conversion to fit in with the broader programmes for metric change. The weighing machine industry is co-operating with the Metrication Board in a joint Working Party, which has been set up to assess problems and the best means of dealing with them. The Board of Trade, being responsible for all weights and measures affecting trade, is actively sharing the task which the Working party has in hand.

The problem of conversion and replacement of machine tools has called for a different approach. Many thousands are in use in the engineering industries. Most existing machine tools can pro-

†'Going Metric – The First Five Years.' Obtainable from HMSO. Price 12s. 6d.



Dual-Dialling – an inexpensive conversion of an Imperial lathe to metric working.

duce to metric dimensions without change. Many can be converted quite simply, either to work solely in metric or in both metric and imperial. A few machines will need major modification. Numerically controlled machines have their own conversion problems. The metric change may itself stimulate a reassessment of the performance of older equipment and lead to decisions to replace rather than adapt. The cost of conversion or replacement can thus vary widely and there is no simple or single answer of what needs to be done. In order to provide management with some guidance on the task of choosing the most economical and sensible course in relation to their needs, we have commissioned some research on the ways of doing the job, the cost of each method and the factors which management should take into account in making their choice.

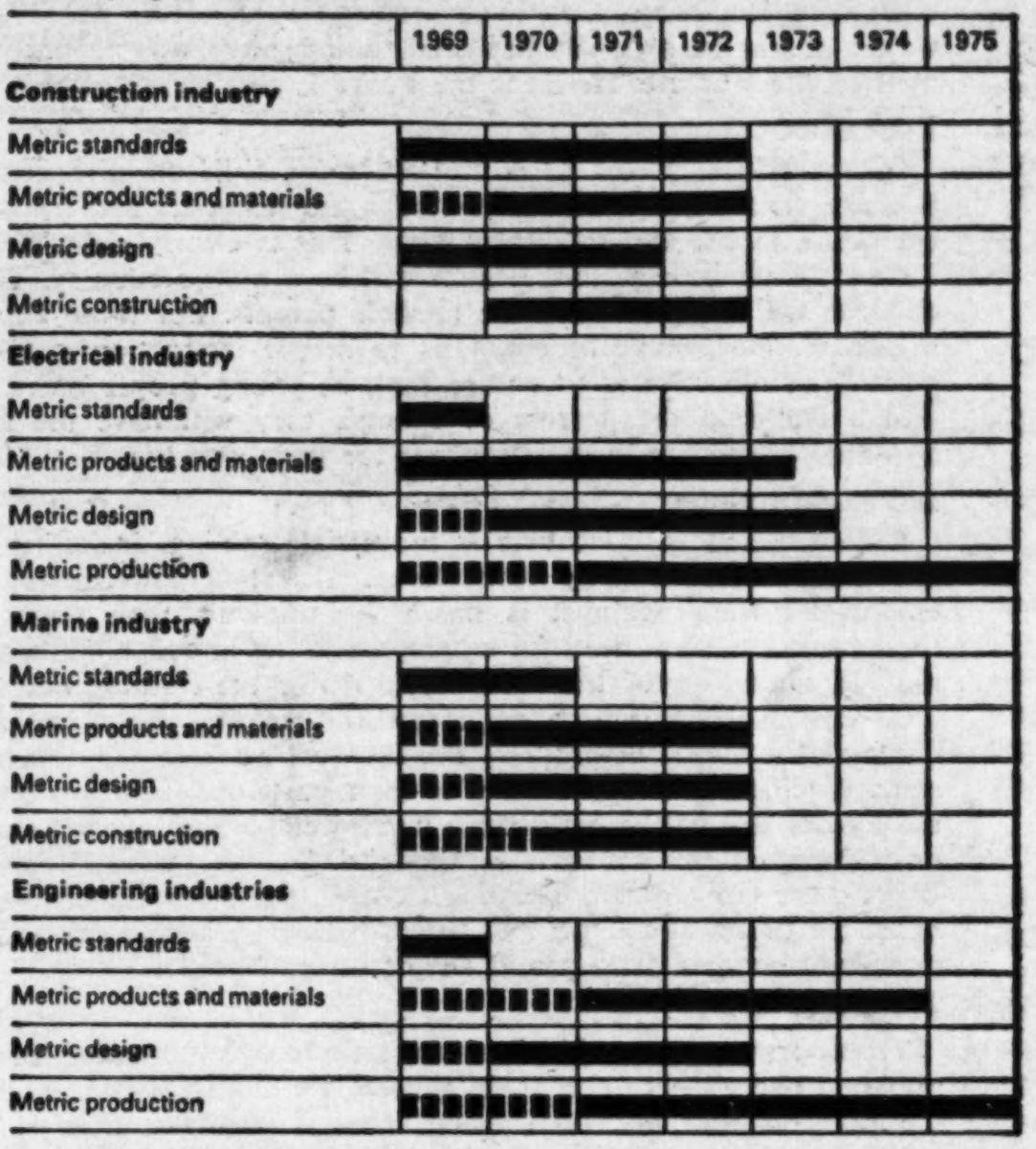
The Board has the important function of making the metric system intelligible, acceptable, and familiar throughout the country. The public have not yet heard a great deal from us because we are at present concentrating our efforts on industry. We have, however, already put in hand a broadly-based information campaign, aimed at our industrial targets. We shall expand this programme during the current year and widen the scope of our information effort to meet the needs of the developing situation.

Industrial materials

No one will be surprised to hear that among the first industries to go metric have been the producers of industrial materials. There are a few earlier examples such as the pharmaceutical industry; this had already gone metric and has done so so smoothly that the change has passed almost unnoticed. Most essential materials, including aluminium, copper, zinc, steel bars, flat steel products

Industrial metrication programmes

General programmes



Legend

Build up

A planned changeover period during which both current imperial and new metric sizes/quantities should be available. Subsequently, metric work will predominate.

A changeover period has been recommended but the precise timing and duration will be decided by individual companies.

The industry is planning to go metric on a particular date and no prolonged changeover period is foreseen.

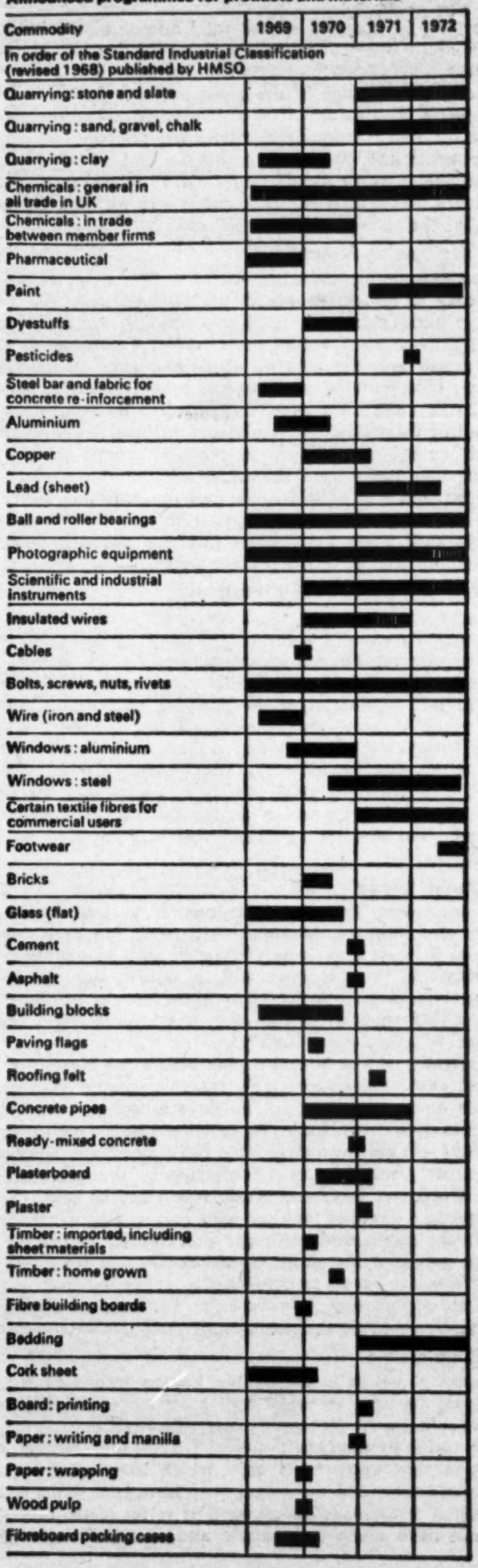
and wire mesh are either already being produced to metric dimensions or will be during 1970. So too will essential materials for the construction industry, including bricks, paving flags, fibre boards, concrete pipes, soft-wood, hard-wood, plywood, flat glass, cement and ready-mixed cement. The rate of change will be partly conditioned by the change in demand from users.

The construction industry

The construction industry started to think about conversion to metric soon after the President of the Board of Trade's statement in 1965. The British Standards Institution published a basic programme, including the introduction of dimensional-co-ordinated components in February 1967. As the Report shows, the co-ordination of the metrication effort of this fragmented industry is a formidable task. Close co-operation between the industry and Government Departments concerned has, however, resulted in substantial progress. The demands of the public sector account for

(*Continued on next page*)

Announced programmes for products and materials



GOING METRIC—THE FIRST FIVE YEARS, *continued*

more than 50 per cent of the total output of the industry. In the public sector the value of work being designed in metric, amounting to nearly £1,500 million worth, exceeds that being designed in imperial. The change in the construction industry is more than a conversion of measure. It is a change to a comprehensive system of co-ordinated modular construction, affecting design, materials, components and construction. By the end of 1972 all new work in the public sector should be metric. Progress in the private sector is slower, but a start has been made and we shall be concerned to see that the rate of change quickens.

The engineering industries

The engineering industries cover a very diverse field, and it is not easy to generalize about the position reached. The pace of change varies from sector to sector within the industries and also from firm to firm within each sector, according to the type of production and the rate of obsolescence of plant. Even so, the Report shows that much progress has been made, particularly by the larger companies which account for 80 per cent of the total output of the industries. We have developed a classification system which we believe will help to promote orderly progress. Some of the smaller firms have shown striking initiative and made great progress, but many have so far not seriously considered the implications for them of the changes going on around them. In close liaison with trade associations, we are devoting much effort to stimulating smaller firms to take action.

Agriculture, fisheries and forestry

Under the general guidance of a working party set up by the National Farmers' Union, encouraging progress has been made in planning the change in agriculture. As the Report shows, we see no reason why both farmers and horticulturists should not use 1972-73 as the target for planning purposes, although it may not prove possible to complete all the necessary changes until 1974. Satisfactory arrangements are also in course of being worked out in the fisheries industry. The Forestry Commission has published a metrication guide which envisages that the main period of change in forestry will coincide with the introducton of decimal currency and that the operation will be completed by the end of 1972.

Consumer goods

A very wide range of industries is involved in the supply of goods to consumers. Although much work has been done, it is too soon to forecast when goods in metric sizes or quantities will reach the shops in volume. They will, of course, only do so when the manufacturers have gone beyond the metric planning stage and are actively engaged in full-scale metric production. The pace of change will vary fairly widely.

Generally, it will be some time before the consumer finds himself affected to any appreciable extent by metric changes impinging on his home life. Nor will he have much to worry about when the time does come. Very few goods are now weighed or measured in front of the customer. The main ones are some fruits and vegetables, meat, fish, some confectionery, draught beer, petrol and fuel. Moreover, for those goods which are so sold, the consumer will need to become familiar with only a few metric units, all of which are simple and easily grasped. Shortly before the advent of metric goods in the shops on a considerable scale, we shall take comprehensive steps to inform the public so that everyone will have the opportunity to become familiar with the appropriate units and to begin to think in them.

Thinking metric

Thinking metric is indeed the key to transition for all of us. Those of us who are older will have more difficulty because we have to 'unlearn' the units with which we have grown up and which spring to mind instinctively. 'Unlearning' involves a conscious effort to turn away from units which have become part of our habits of living, and the longer they have been ingrained the more difficult it is to make adjustment. It is fortunate that most of us will not have much to 'unlearn' and that the metric units which will replace the inch, the yard, the mile, the pound and the gallon are so simple to use. A simple leaflet on everyday units is available free of charge on application from the Metrication Board, 22 Kingsway, London, W.C.2.

Infrastructure

I have been discussing progress in industry, agriculture and commerce. But progress in these sectors would not be possible, or would at leat be seriously hindered, unless there was an adequate metric infrastructure. Here too the Board is able to report progress.

Education

In the critical sector of education, most children who entered primary school in September last year are being trained from the beginning to use and to think metric. This is clearly right. Before these children leave school Britain will be a metric country. These children will carry the message to their parents. For those already in school, the change of emphasis to metric instruction is taking place. The objective is to ensure that, as young people move out into a world in the process of change, they will have the most appropriate training in measurement for their new life.

Industrial training

Closely allied to education is industrial training, including the retraining of the existing work force. This task falls mainly on employers. Here again it is much less difficult than might be thought, but there is need for employers to act in consultation with the representatives of trade unions to define the training needs of their employees. For each employee, the training should be adequate and it should be properly timed. Most workers will also need some specific instruction related to their particular function but in most cases this will cover quite a narrow field. Too much training or training given too early is wasteful. The Industrial Training Boards, the Government Training Centres, the professional institutions, the technical colleges and the broadcasting authorities will be important sources of help and advice on industrial training.

Transport

Transport covers a wide field and affects every member of the public in one way or another. In general, the Board is satisfied with the progress that has been made. This is particuly true of the vitally important question of the movement of freight. Following a meeting convened by the chairman of the Board's Steering Committee for the Transport and Communications industries, two Working Parties were set up, one dealing with inland freight and the other with overseas freight. The Working Parties aim to co-ordinate the approach of all the various transport interests and to agree a common date for the change. Another aspect of transport which will affect a very large number of people is the metrication of speed limits. The Ministry of Transport has already announced the intention to make the change in 1973.

Energy

Fuel and power, other than oil, are mainly provided by public undertakings. Satisfactory progress is being made on all fronts in advancing the metric change. The Board considers that the most urgent issue to be resolved is agreement on a common metric unit of measurement for the output of the main forms of energy used in industry and the home. This would enable all users, whether industrial or domestic, to make ready comparisons of the performance of the various fuels and appliances available.

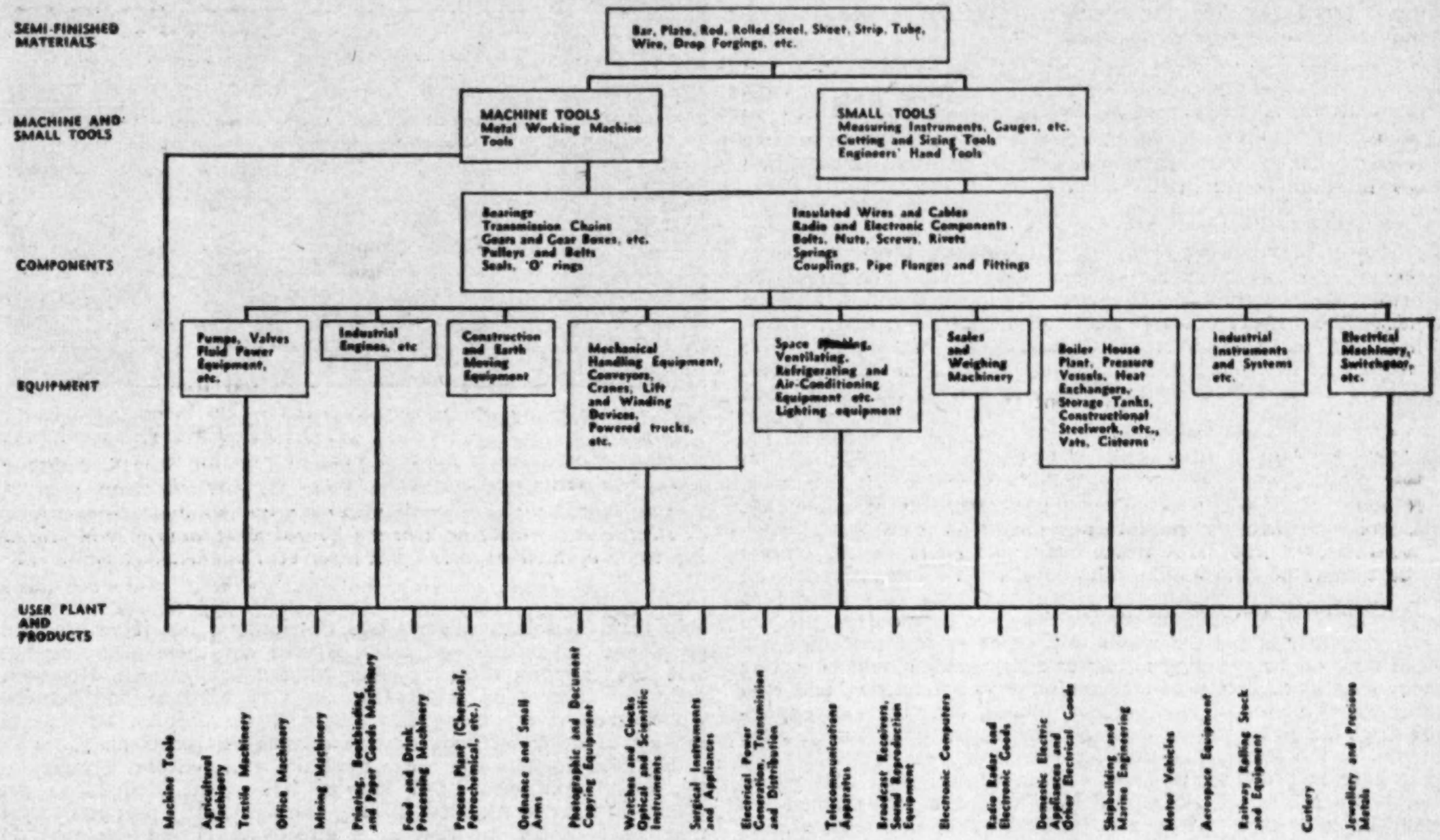
The role of Government

The Government has a most important role to play. In his announcement in July 1968 the Minister of Technology said that the Government accepted that legislation would be needed to remove obstacles to the adoption of metric units and to define the units to be used. He also said that arrangements would be made to ensure that the public sector kept in step as programmes developed. There is nevertheless concern in industry that some of the legislative changes may not be made in time. There is also widespread desire in industry that Government procurement policy should be more positive and that Departments in their purchasing should actively support the efforts of the progressive elements who are giving a lead in bringing about the metric change.

Local authorities can also exert a powerful influence on the rate of change. They operate a wide range of services which affect the daily life of the people. They are also very substantial buyers.

Figure 2

ENGINEERING PRODUCTS—PRIORITIES FOR METRICATION


SEMI-FINISHED MATERIALS
Bar, Plate, Rod, Rolled Steel, Sheet, Strip, Tube, Wire, Drop Forgings, etc.
MACHINE AND SMALL TOOLS
MACHINE TOOLS
Metal Working Machine Tools
SMALL TOOLS
Measuring Instruments, Gauges, etc.
Cutting and Sizing Tools
Engineers' Hand Tools
COMPONENTS
Bearings
Transmission Chains
Gears and Gear Boxes, etc.
Pulleys and Belts
Seals, 'O' rings
Insulated Wires and Cables
Radio and Electronic Components
Bolts, Nuts, Screws, Rivets
Springs
Couplings, Pipe Flanges and Fittings
EQUIPMENT
Pumps, Valves Fluid Power Equipment, etc.
Industrial Engines, etc
Construction and Earth Moving Equipment
Mechanical Handling Equipment, Conveyors, Cranes, Lift and Winding Devices, Powered trucks, etc.
Space Heating, Ventilating, Refrigerating and Air-Conditioning Equipment etc.
Lighting equipment
Scales and Weighing Machinery
Boiler House Plant, Pressure Vessels, Heat Exchangers, Storage Tanks, Constructional Steelwork, etc., Vats, Cisterns
Industrial Instruments and Systems etc.
Electrical Machinery, Switchgear, etc.
USER PLANT AND PRODUCTS
Machine Tools
Agricultural Machinery
Textile Machinery
Office Machinery
Mining Machinery
Printing, Bookbinding and Paper Goods Machinery
Food and Drink Processing Machinery
Process Plant (Chemical, Petrochemical, etc.)
Ordnance and Small Arms
Photographic and Document Copying Equipment
Watches and Clocks Optical and Scientific Instruments
Surgical Instruments and Appliances
Electrical Power Generation, Transmission and Distribution
Telecommunications Apparatus
Broadcast Receivers, Sound Reproduction Equipment
Electronic Computers
Radio Radar and Electronic Gear
Domestic Electric Appliances and Other Electrical Goods
Shipbuilding and Marine Engineering
Motor Vehicles
Aerospace Equipment
Railway Rolling Stock and Equipment
Cutlery
Jewellery and Precious Metals

(Note: at each level products are shown in Central Statistical Office Standard Industrial Classification order)

The Board is therefore maintaining close liaison with the Local Authority Associations.

Metrication, an investment in efficiency

From time to time, attempts have been made to put a figure on the total cost of metrication for the country as a whole. The Board takes the view that such attempts are a wase of time and effort. It is not practicable to produce a meaningful estimate of the total figure which would have any relevance in the current situation. Metrication is a fundamental change, which is intended to secure major benefits to the economy. The task now is not to hold inquests or to guess the possible cost of changing or of not changing but to ensure that the change is made in ways which attract the greatest possible net gains by keeping costs to the minimum and maximizing benefits. The change is an investment in efficiency on a massive scale. Like any investment, it must cost money. But the Board is confident that, given purposeful direction at every level, it is an investment which can pay big dividends. The Report set out the evidence on which this assessment is founded.

I would conclude this review with a quotation from the Report:

'We would not wish our confidence in the progress of metrication to be misread as complacency. We know that there will be difficulties, but we are sure that they will not be insuperable. A task which might have appeared formidable in its total complexity becomes very much less so when it is broken down into its elements. This is what our report seeks to do. The picture, with recognizable but remediable shortcomings, which we are now able to draw of the state of progress in the country as a whole is the foundation of our optimism. It may also reassure those who have been in the forefront and who may have feared lack of support from other sectors. They will see that these fears are groundless. The country is now advancing on a broad front towards its metric objectives.'

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Lord Brown outlines new BoT services to exporters at 'Export Workshop'

CURRENT BOARD OF TRADE services to help exporters were described by Lord Brown, Minister of State, Board of Trade, launching the European Export Workshop at a dinner at Gatwick Airport on May 11. The workshop, which consisted of a series of private meetings between British companies and experts from 12 countries, was originated by the British Chambers of Commerce in Europe, and was co-ordinated and organized by the Association of British Chambers of Commerce. Lord Brown spoke of the Board of Trade's regional reorganization, of the new computer service to exporters, the Group export representative unit, market research overseas, the simplification of overseas trade procedures, and the work of the Export Credits Guarantee Department.

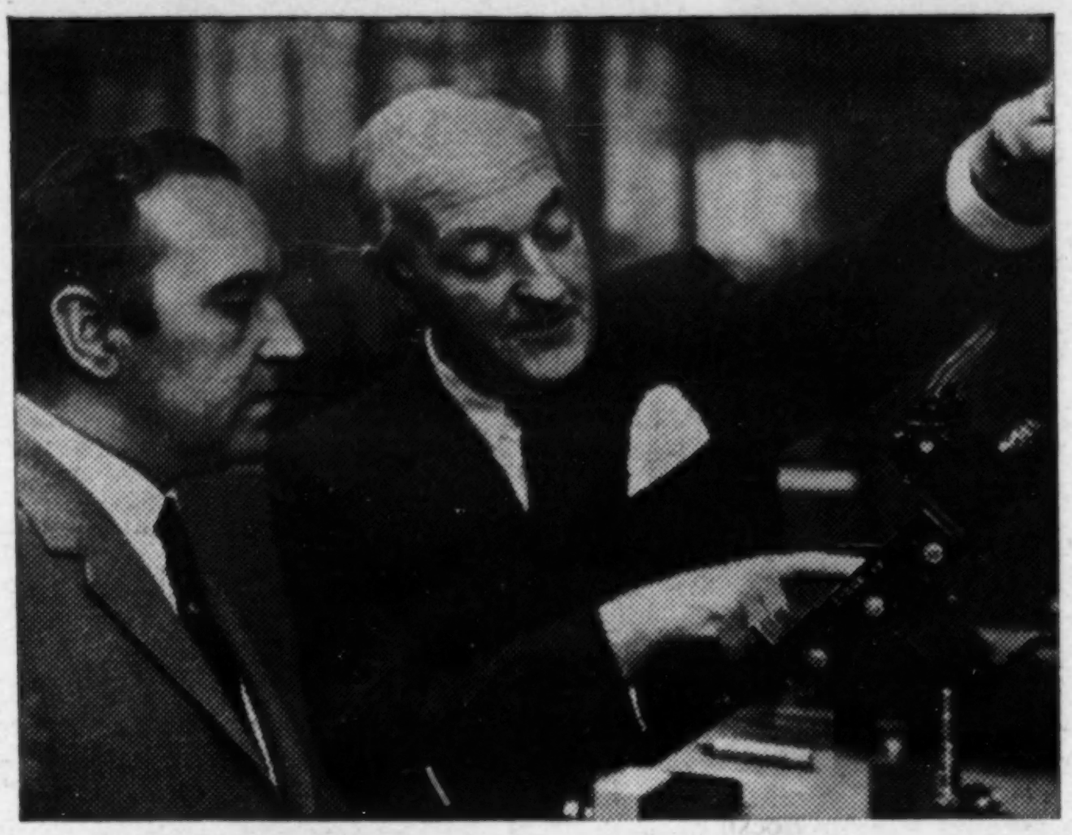
Speaking of regional reorganization, Lord Brown said: 'We have supplemented the staff in the regions and in most regions. We have divided them into sub-regions; and in charge of each sub-region there is a senior man with assistants and his job is to know all about industry in each region and to know all the ancillary services in that region. We want those export officers to know all about banking, and transport, and credit insurance, and activities of technical colleges, and chambers of commerce, and merchant houses in the area and lots of other things..'

Lord Brown said he wanted Board of Trade export officers to be a mine of information and above all to know intimately all the varied services which the Board of Trade now offered to exporters. 'I want them to become very sophisticated people,' he said, 'and to this end the whole staff of every regional office will from now on be spending a complete day every month educating themselves in contact with all sorts of service industries, and with other Departments of Government. I think therefore that exporting firms are going to find these regional export officers even more helpful in the future than they have been in the past and I know they have helped a lot of firms very intelligently in recent years.

'At the centre, at Hillgate House, we have strengthened the staff,' he continued. 'We have defined their roles and responsibility much more clearly and whereas in the regions we are attending to export matters on an area basis, at the centre we are doing it on an industry basis so that the various industry sections at the centre will become increasingly sophisticated about particular types of firms and products and industries.

'The centre too is responsible for disseminating information about markets overseas to firms and we have been advertising our new computer service to industry extensively in recent months. The setting up of this, targeted to start early in June, has been an immense undertaking of great complexity and staff have been working for months on overtime at night to get it going. This service replaces the *Export Service Bulletin* which is at present issued five days a week to some 4,000 firms. The size of this *Bulletin* is now getting very large, anything from 40 to 50 pages per day and this means that firms receiving it have to search its pages to find those inquiries from overseas which are of special interest to them as individual companies. The fact is, however, that the number of individual inquiries on average coming from our 220 posts overseas is really quite small and could be stepped up substantially. If it is stepped up it will push the size of the *Bulletin* up to perhaps 100 pages per day and this would be impossible. Therefore, the new service uses a computer whose main function is to match incoming inquiries and Export Intelligence to the individual needs of the exporters who registered in the computer the specific products they make and the particular markets in which they are interested. This means that each firm will receive inquiries which are related to their special operations. I think it is going to be a terrific service and later we are going to advertise this service overseas so that buyers can increasingly contact British suppliers. Over 3,000 firms have joined it. It is offered at an extraordinarily low price of a shilling per inquiry and I hope more firms will join it in the near future. We want 10,000 subscribers eventually.'

Lord Brown spoke too of the need to improve the appointment of good agents and distributors. 'In the first place we are asking firms to examine the whole structure of agents or distributors and pick out those who are not doing well and try and improve them,' he said. 'Then if firms can't bring about improvements we are asking them to come to us and give us the job of trying to help them find better agents and distributors; but if we do find people we can recommend please go and visit them in the market and don't appoint them by letter without seeing them. However, good new agents or distributors are very hard to find because world trade is expanding faster than their numbers. So we are looking at other methods of coping with this problem.



Mr. Roy Mason (left), President of the Board of Trade, seen inspecting hydraulic valve testing equipment during his visit to the Basingstoke works of Lansing Bagnall Ltd. on May 8. Pointing out a feature of this equipment is Mr. H. A. Richardson, production director, Lansing Bagnall, who claim to be the largest exporters of electric industrial trucks in the United Kingdom, have increased the value of their exports by 131 per cent in three years.

'Eighteen months ago we started the group export representative unit,' continued Lord Brown. 'This unit attempts to get groups of four to six firms making complementary products to get together to share the cost of a directly employed salesman on salary in the market, so that in place of an agent they have their own salesman, and preferably a salesman who is a native of the country.

'Thirteen groups have been formed involving over 60 companies. Twenty-three groups are at the embryonic stage. It is very hard work setting up these groups because often it requires five or six meetings to iron out difficulties and get agreement but I am backing the scheme very heavily indeed and if necessary we will pour more resources into it.'

Turning to market research, Lord Brown said: 'A year ago we set up a special section dealing with market research overseas. It has proceeded rather cautiously so far. Where there is not a strong British effort by a British company in some particular market to sell a particular line of goods which is needed in that market and is perhaps being imported into that market in volume from our overseas competitors, we are prepared to pay half the cost of a professional marketing research into the prospect of a chosen firm tackling that market with its products. We haven't trumpeted this very loudly because our finance on this is limited and if we stimulated a rush of firms we should run out of money. However I dare mention it here, because the European market is so important.'

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

'BoT may commission research into export of know-how'

— Lord Brown

THE IMPORTANCE of 'know-how' sales was stressed by Lord Brown, Minister of State, Board of Trade, speaking at the opening of the Conference of Licensing Executives on May 12.

Lord Brown said it was 'highly probable' that the Board of Trade would commission a research 'which will take us out into industry to discover what are the experiences of those who have for some years been exporting know-how, etc., overseas. When we have culled all this experience, condensed it, conceptualized it, and absorbed it we shall be in a position to set up a small team inside the Board of Trade who could give sound advice. I hope, to firms who are starting for the first time on this rather difficult and tortuous business of appointing licensees overseas.'

Earlier Lord Brown said that those involved in the market for know-how had a different job to do from those who were simply marketing goods. 'First you can either sell for a lump sum a package of knowledge and the means of giving effect to it. But the singular thing is that unless that knowledge is all patented your customer doesn't know what he is getting until he has bought it. And that as you well know makes for some difficulties in your particular profession.

'Or secondly, you can hire a package of knowledge. Now this is a departure from the normal course of marketing goods, as most goods are sold outright and that leads to difficult negotiations too because it involves the element of time over which the hiring is to take place. Or three, you can hire both your current know-how and your future output of know-how whatever it may be. This of course is a risk proposition both for the seller and the purchaser for neither know with certainty what the future output is going to be.

Attached to these three types of negotiation was an entire range of special matters such as the question of royalties; of the capital sum; the period of the arrangement; the rights to supply plant; two-way rights to visit each others plants to explore, etc., etc.

'I think at this stage I ought to make it clear that licensing of know-how overseas is no by any means a new subject to us at the Board of Trade,' said Lord Brown. 'We have been operating for at least eight years a sort of marriage bureau whereby those who wish to become licensees or licensors are put in touch with each other to the very best of the ability of ourselves and our overseas posts. However, we do feel the time has come to do rather more to help forward this process than we are doing at present and I shall have a little more to say about that at the conclusion of my speech.'

Lord Brown spoke of overseas investment. It was estimated, he said, that the United Kingdom earned £130 million by sales of know-how in 1967 which could be compared with the £220 million remitted on direct investments in 1968. Both direct industrial investment and total investment, which included also portfolio and oil investment, were higher in the years 1968 and 1969 than ever before. In 1964 the book value of direct investments, excluding banking and insurance stood at £4,300 million and in 1968 at £6,100 million. The total investment in 1964 was nearly £9,300 million and at the end of 1968 it had risen to £13,600 million.

After giving figures comparing licensing activities in the United Kingdom with other countries; percentage figures showing the increase in royalties over the three years 1964 to 1967, the trade balance in royalty earnings and the number of patents granted in selected years, Lord Brown spoke of the Overseas Projects Group. 'It has two main functions,' he said, 'one, to try and make sure that the vast amount of operating experience possessed by Goverenment Departments and nationalized industries is as far as possible put at the service of British exporters; and secondly, to keep an eye on all large overseas projects, helping British firms and co-ordinating the activities of bankers, consultants, national users, individual exporting companies; and, if necessary, to help the formation of consortia. In order to do their job they keep extremely thorough records of all the large overseas projects that are going on. Many of these have a very high know-how content and indeed involve licensing activities, and I thought you might be interested to have a few figures on some of the selected fields which they have picked for their record. In the first eighteen months they have recorded 140 large overseas chemical projects. Fifty-three large contracts have been awarded out of which 23 were placed in the United Kingdom. On oil refineries they recorded 77 projects; 18 contracts were awarded of which the United Kingdom won eight; and in non-ferrous metallurgical projects they recorded 77, noted that 16 had been contracted for and that the United Kingdom had won four.

'It should be noted however that many of the contracts which the United Kingdom won were based on know-how derived from the United States or sometimes from continental sources. I am very interested in the contribution in terms of know-how which the national users are now able to make and the increasing flow of process and operational know-how which will flow from them in the future. In this connection some of you may have noticed about six months ago the news that British Rail had licensed know-how on the design of advanced passenger transport systems to an American firm. There have been other licensing deals also done by national users and I hope this is a good augury for the future.

'The Board of Trade takes very little hand in the actual production of technical knowledge or know-how (although we are not entirely divorced from such activities. For example, we do carry the responsibility for the safety of airports, and out of these activities a great deal of knowledge does arise which is exportable along with substantial amounts of equipment. Indeed a year ago we played a big part in the landing of an £11 million contract overseas, and I am sure there are more to follow in this line of business). Nevertheless we in the Board of Trade are responsible for helping firms not only to export goods but to export know-how.'

Members of a party of Finnish women journalists enjoying a joke with Mrs. Gwyneth Dunwoody (wearing hat), Parliamentary Secretary, Board of Trade when they called to see her at the London headquarters of the Board. With Mrs. Dunwoody are (left to right): Mrs. Tuija Verkkola, editor, 'Helsingin Sanomat,' Mrs. Ellinora Ylipoussu, editorial secretary, 'Me Naiset', Mr. G. Gronroos, from the British Embassy, Helsinki, Mrs. Tuulikki Noramaa, editorial secretary, 'Nykytekstiili', and Miss Marjuska Helanko, editorial secretary, 'Tekstiilikauppias'.

SELLING BRITISH CONSUMER GOODS IN THE UNITED STATES

United Kingdom firms are invited to take part in advertising in a new edition of 'Source Lists of British Goods to Sell in the United States', a buyers' guide to British merchandise. This publication, which is available to retail outlets including top management of major department stores n the United States, is issued by the British Trade Development Office in New York.

Firms wishing to be included in this important publication should by August 15, 1970, send either a demi-quarto electroplate or a 'Scotch' print taken from an electro of their advertisement to the British Trade Development Office at 150 East 58th Street, New York, NY 10022, together with a remittance of £31 5s. made payable to the British Consulate-General, New York.

Lord Brown speaks on overseas investment policy

GOVERNMENT policy on overseas investment was described by Lord Brown, Minister of State, Board of Trade, speaking in London to the Belgian Chamber of Commerce on May 12.

Lord Brown said he would like to correct mistaken views. 'Certainly we have to restrict the method of financing overseas investment in order to conserve our short-term reserves,' he said, 'but this by no means prevents anyone from making a worthwhile investment in Belgium, or any other country for that matter. In fact, direct investment overseas assisted by borrowings on overseas capital markets has shown a continuing, substantial and healthy increase during the past four or five years. The annual amount of private direct investment has almost doubled itself since 1964 and for 1969 was running at a provisional figure of £500 million. Total private United Kingdom investment abroad was at a record in 1968 at £736 million and was running at a high level in 1969. We can warmly welcome the future earnings which this should bring.

'So far as our two countries are concerned, British private direct investment in Belgium and Luxembourg over the three latest years for which figures are available has been around £35 million in aggregate. Indeed I understand that Britain is the fourth largest investor in Belgium after the United States, West Germany and the Netherlands. During the past decade many British firms have of course set up operations in Belgium independently or in association with Belgian partners. Currently, Beechams, ICI and British Leyland have major projects under way in Belgium. Other well-known British firms such as Wiggins Teape, Elliott Automation and Watneys havev taken over Belgian concerns.

'In the opposite direction Belgium and Luxembourg investment in the United Kingdom has just about reached the £23 million mark aggregated over the three years. I find this disappointing. We welcome inward investment to this country – and if the investor is willing to go to certain areas of the country where we are aiming to diversify the industrial structure – we will reward him handsomely for doing so.'

Anti-dumping application on nitrogenous fertilizers

THE BOARD OF TRADE have now completed their investigation of the anti-dumping application concerning nitrogenous fertilizers. The original application, mentioned in their press announcement of February 19, 1970, referred to imports from Belgium and the Federal Republic of Germany. The application was subsequently extended, as announced on March 11, to nitrogenous fertilizers originating in Austria, Italy, the Netherlands and Sweden.

After a full investigation, the Board are satisfied that imports of calcium ammonium nitrate originating in these countries have taken place at dumped prices and that this dumping has caused material injury to the British industry and would have caused further injury but for the effect of the provisional charges imposed by the Anti-Dumping (Provisional Charge to Duty) Order, 1970, and the Anti-Dumping (Provisional Charge to Duty) (No. 2) Order, 1970. These Orders respectively imposed provisional charges to anti-dumping duty for periods of 3 months with effect from February 20, 1970, on calcium ammonium nitrate originating in Belgium and the Federal Republic of Germany and from March 12, 1970, on calcium ammonium nitrate originating in Austria, Italy, the Netherlands and Sweden.

All the exporters concerned have now given undertakings to the Board of Trade that they will not export calcium ammonium nitrate to the United Kingdom at dumped prices, and the Board have decided not to impose anti-dumping duties as long as these undertakings are observed. At the same time, the Board wish to make it clear that, if they should receive evidence of significant imports of calcium ammonium nitrate from other countries or of ammonium sulpho nitrate or ammonium nitrate from any country at dumped prices, they will urgently consider extending anti-dumping action to these imports.

Having regard to the particular circumstances in this case, the Board have decided not to impose anti-dumping duties retrospectively for the period during which the provisional anti-dumping charges applied. It should not, however, be assumed that a similar decision will be taken in any future case where provisional anti-dumping charges are imposed whether or not undertakings are subsequently accepted as an alternative to anti-dumping duties.

The Board of Trade have now made an Order revoking from May 20, 1970, the Anti-Dumping (Provisional Charge to Duty) Order, 1970, and the Anti-Dumping (Provisional Charge to Duty) (No. 2) Order, 1970, which imposed provisional charges on calcium ammonium nitrate originating in Austria, Belgium, the Federal Republic of Germany, Italy, the Netherlands and Sweden. Copies of this Order, the Anti-Dumping (Provisional Charge to Duty) (Revocation) Order, 1970, SI 1970 No. 745, are available from HMSO, 49 High Holborn, London, W.C.1 (price 4d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 8d.).

Action to repay amounts deposited as provisional charges will be taken by HM Customs without need of application by the importer or his agent.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 3.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	*N*-Benzoyl-*N'*. *N'*-di-n-propylisoglutamine	N-benzoyl-N', N'-di-n-propyl - DL - isoglutamine	December 31, 1970	13414
29.31	Diphenyl sulphone	As in previous column	December 31, 1970	11145
29.31	Toluenethiol, mixed isomers	Thiocresol	December 31, 1970	13443
29.38	Vitamin D_3 resin	Vitamin D_3 dissolved in vegetable oil with a concentration of 2 million I.u.D2/gm	December 31, 1970	13047
29.39	Dexamethasone 21-(3-phenylpopionate)	Dexamethasone phenyl propionate	December 31, 1970	13442
29·44	Lucensomycin	As in previous column	December 31, 1970	13426
73.02	Ferro-vanadium	As in previous column	December 31, 1970	9424

Training levy for Paper and Paper Products Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has approved proposals submitted by the Paper and Paper Products Industry Training Board for a levy on employers within scope of the board equal to 1.0 per cent of their payroll in the year ended April 5, 1970. Employers whose total payroll is less than £15,000 are to be exempt from the levy. Where payroll is less than £17,500, this will be reduced by £12,000 before assessment; where payroll is between £17,500 and £20,000, it will be reduced by £6,000. Assessments to levy will be made in the summer of 1970, but payment will not be called for until late autumn.

This is the effect of an Order (SI 1970 No. 655 HMSO, or through any bookseller, price 1s. net), made by Mrs. Castle and laid before Parliament on May 12, which comes into operation today (May 20).

Spring Bank Holiday 1970

INQUIRIES BEING received at the Board of Trade indicate that some people are still uncertain about the date of this year's Spring Bank Holiday. It will fall on May 25, the last Monday in May. There will therefore no Bank Holiday on Whit Monday, May 18. (In each of the last two years the Spring Bank Holiday has fallen on Whit Monday.)

Dates for the Spring and Summer Bank Holidays up to 1972 have already been announced. The dates are:

	Spring Holiday	Summer Holiday
1970	May 25	August 31 (Scotland - August 3)
1971	May 31 (Whit Monday) (Scotland - May 3	August 30 (Scotland - August 2)
1972	May 29 (Scotland - May 1)	August 28 (Scotland - August 7)

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Proposed acquisition by The Steetley Company Ltd., of Berk Ltd.

Appointment of Regional Directors by Mintech

THE MINISTRY of Technology has announced the appointment of the Directors for its regional offices in the East Midlands, West Midlands and Yorkshire and Humberside Regions. These appointments carry further the development of the Ministry's new regional organization which now reflects the Ministry's enlarged responsibilities.

The three appointments are:

With effect from May 26

Dr. Leonard Bovey to be the Director for the Yorkshire and Humberside Region, located in Leeds.

Mr. Edmund T. Watson to be the Director for the East Midlands Region, located in Nottingham.

With effect from June 8

Mr. John K. L. Thompson to be Director for the West Midlands Region, located in Birmingham.

Precision engineering firm to establish in Northern Ireland

POLLOCK & PEEL LTD., one of Europe's largest manufacturers of cutting and welding nozzles, has selected Enniskillen as the location for a new production unit, which will export almost all its output to over 20 countries, including the United States and the Federal Republic of Germany.

The firm will establish a pilot unit in a 7,000 sq. ft. Government factory providing employment for 40 men over the next two years. If this initial operation is a success, it is expected that the project will be considerably expanded over the next four to five years with jobs for some 200 men in meeting the firm's large export orders.

Pollock & Peel, formed in 1941, has built up large United Kingdom and export markets for its wide range of cutting and welding nozzles, marketed under the trade name Astra. The new Enniskillen factory will be the firm's first expansion outside the Croydon area.

Two of the major reasons behind the decision in favour of Northern Ireland were the availability of a labour force with high potential and the close proximity at Enniskillen of a new £230,000 Government Training Centre where a training programme, tailored to the firm's needs, can be put into operation.

EFTA and reduction of UK import deposit scheme

FOLLOWING IS AN extract from the communique issued by the European Free Trade Association at the conclusion of the Ministerial meeting in Geneva on May 15:

'Ministers noted with satisfaction the great improvement in the United Kingdom balance of payments in recent months and urged the early abolition of the Import Deposit Scheme. In reply the President of the Board of Trade pointed out that the level of deposits had twice been reduced in the last six months and was now three fifths of its original level. Moreover, travel allowances have been increased to an extent which virtually amounted to the abolition of the restriction. While it was necessary to proceed with some caution, he could assure the Council that his Government had no intention of renewing the Import Deposit Scheme when the existing legislation expired at the beginning of December. Ministers welcomed this assurance and expressed the hope that the scheme would be dismantled even earlier and as a matter of priority.'

The full communique will be published in the next issue of the *Board of Trade Journal*.

Special issue of 'EFTA Bulletin' marks ten years anniversary

EFTA'S CONTRIBUTION to European integration is the theme of leading articles (one of them by the Secretary-General, Sir John Coulson) in the 10th anniversary issue of the Bulletin. Other articles include 'EFTA as a trading partner' by Sir Eric Wyndham White, former Director-General of GATT and 'EFTA as an experiment in Free Trade' by Professor M. H. Peston, Head of the Department of Economics at Queen Mary College, London.

A brief statistical review of ten years of EFTA trade is also featured.

Copies of the May issue of EFTA Bulletin can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, SW1 (Tel. 01-222 7877, Ext. 2479/80).

German stretch fabric factory in Northern Ireland

NORTHERN IRELAND'S ninth new industry from the Federal Republic of Germany was announced on April 27 with the news that Elastic Ltd., of Neukirchen are to establish a 40,000 sq. ft. project at Ballymena, Co. Antrim, for the manufacture of a range of stretch fabrics, mainly for foundation garments. Production is expected to start next January and over a three year period the new project will provide nearly 160 new jobs, 120 of them for men.

Hose production expands at Team Valley

THE MINISTRY of Technology has announced that the English Industrial Estates Corporation are building a major extension of 75,000 sq. ft. to the Dunlop Angus Hose Division factory on the Team Valley Trading Estate, Gateshead. Since the Hose Division set up a production unit at Team Valley in 1956 it has expanded considerably and at the beginning of this year they took occupation of a 50,000 sq. ft. advance factory which is now in production. This latest project will bring the total premises occupied to over half a million square feet and with 185 new jobs in prospect, almost entirely for men, the labour force should reach almost 1,600.

Over 300 different types of domestic and industrial hose are produced by the Division and now about half of the total production goes for export.

Aviation and Shipping

Oil in Navigable Waters Bill

THE Oil in Navigable Waters Bill was introduced on May 12. The main purpose of the Bill is to enable the United Kingdom to accept amendments, based on United Kingdom proposals and adopted by the IMCO Assembly in October 1969, to the International Convention for the Prevention of Pollution of the Sea by Oil, 1954.

At present the Convention prohibits the discharge of persistent oils, or oily mixtures, in wide areas of the sea known as prohibited zones. An oily mixture is defined as one containing 100 parts of persistent oil or more per million parts of the mixture. Thus oil can be dumped freely in some parts of the oceans, and furthermore the restrictions in the prohibited zones have proved difficult to enforce.

Under the amended Convention, the whole sea will in effect become a prohibited zone, and the prohibition will relate to discharges of persistent oil which exceed the instantaneous rate of discharge of 60 litres of oil per mile travelled by the ship.

The effect of these amendments will be to require all ships to retain substantially the whole of their oily residues on board (in the case of tankers by using the 'load on top' system or its equivalent) or to discharge them into shore reception facilities. More detailed records will be required to be kept, and the revised Convention is expected to be easier to enforce effectively.

Apart from implementing the Convention amendments, the Bill in Clauses 3 and 4 provides increased penalties for offences under the Acts. It is proposed to increase the maximum fine for discharges of oil from £1,000 to £5,000.

Civil liability for oil pollution damage

IN ANSWER to a Question in Parliament on May 13, Mr. Goronwy Roberts, Minister of State, Board of Trade, announced the Government's intention to ratify the International Convention on Civil Liability for Oil Pollution Damage signed at Brussels in November 1969. Mr. Roberts said that the Convention 'provides considerable improvement in the legal position of the claimant in the event of marine oil pollution damage. Though it contains some undesirable features, which we will seek to avoid in any future Conventions on similar topics, I believe that these are outweighed by the overall advantage to the United Kingdom in this case. The necessary legislation will accordingly be prepared as soon as possible. I sincerely hope that other countries, especially tanker owning countries, will follow our lead and signify their intention to ratify this Convention.'

Notes:

The International Legal Conference on Marine Pollution Damage was held at Brussels on November 10-29, 1969. The United Kingdom delegation was led by Lord Devlin, and consisted of officials from the Board of Trade and the Foreign and Commonwealth Office.

There were two Conventions signed at Brussels: the other, which is primarily the responsibility of the FCO, related to the right of a coastal state to intervene on the high seas in cases of oil pollution casualties. Her Majesty's Government has already announced an intention to ratify this convention (when Mr. Luard of the FCO answered a Parliamentary Question from Mr. Rhodes on March 13, 1970).

British commercial interests concerned, including shipowners, insurers and oil companies, advised the United Kingdom delegation at the conference, and have been closely consulted since on the terms of the Liability Convention.

The convention was based on a compromise initiated by Lord Devlin. It meets the essential United Kingdom aim in substantially improving the position of the claimant and remedying the defects in international law revealed by the 'Torrey Canyon' disaster. In particular, it removes doubts about the admissibility for compensation of Government expenditure following oil pollution damage; it substantially raises the limits of the shipowner's liability from £28 per ton to £56 per ton, which are the highest insurable limits; and it provides for compulsory insurance.

There are increasing signs of unilateral regulation by other Governments in this area. General acceptance of the Convention, which United Kingdom ratification could promote, would help to forestall this and bring about unification of international maritime law regarding liability for oil pollution damage. This would be to the advantage of our shipowners.

A substantial proportion of the tankers passing our coasts are foreign and they are bound for West European ports. We would hope that if the Convention entered into force most West European Governments would subscribe to it. In this event, the tankers bound for their ports would have to be insured against polluting the shore of all contracting States, including the United Kingdom.

The Convention is accompanied by a Resolution which requests IMCO (Intergovernmental Maritime Consultative Organization) to prepare a scheme for setting up an international fund to compensate victims of oil pollution damage. We envisage that such a scheme could provide a useful supplement to the provisions of the Convention. Discussions at IMCO on this subject are expected to commence in June.

Government decision on summer 1971 air holiday prices

THE MINIMUM PRICES for inclusive tour holidays by air in summer 1971 will be the same as for this year. They will be based on 1968 scheduled service fares (or current fares where these are lower) with special provisions for short holidays, for the more distant European destinations, and where certain anomalies and deficiencies in the scheduled fare structure need to be ironed out.

Announcing this in a written Parliamentary answer on May 14, Mr. Goronwy Roberts, Minister of State, Board of Trade, said:

'I am satisfied that our tariff policy in this field is achieving its objectives and should be continued for a further season. I am, therefore, renewing for 1971 the arrangements that apply this summer, subject to certain adjustments for the month of April and small reductions for short holidays in the peak period. The changes are as follows:

(a) Holidays in April 1971:
The minimum prices for holidays in Bulgaria, Greece, Rumania and Turkey will be 50 per cent of the 1968 normal economy return fare for 15 days or more, 45 per cent for 11 or 12 days and 40 per cent for eight days. The corresponding minimum prices for holidays elsewhere in Europe during April 1971 will be 60 per cent, 54 per cent and 50 per cent respectively.

(b) Holidays between June 16, 1971 and September 30, 1971 inclusive:
(i) Morocco will be added to the list of countries where special prices apply for holidays involving day flights at the weekend.
(ii) The minimum prices for holidays of 11 or 12 days will be 90 per cent of those for 15 days holidays, and for eight day holidays 80 per cent of those for 15 day holidays, for both weekend and midweek travel.'

Notes:

The control prices are being announced now so that the industry will know where it stands before applications are made to the Air Transport Licensing Board for licences and before holiday brochures are sent to be printed.

The changes, so far as April 1971 are concerned, are essentially technical in character, so as to eliminate the possibility of confusion where the winter and summer tariffs overlap, but the opportunity is being taken to fill the gap by providing special rates for 11 and 12 day holidays in April.

Lower prices for eight day and 11/12 day holidays are new during the peak period from mid-June to the end of September.

The control prices apply only to holidays taken in Europe (which for this purpose includes Madeira, the Canaries, Morocco, Algeria, Tunisia and Gibraltar, but excludes Cyprus) and to holidays taken in the United Kingdom by people coming from the same area.

The control prices are minimum prices below which an inclusive tour holiday by air may not be sold. Many holidays involving more expensive hotels and facilities will, of course, cost more.

Changes in Dunsfold and Woodley-Midhurst air routes

CHANGES FOR A TRIAL PERIOD in the allocation of aircraft routes south and west out of London Airport (Heathrow) will begin on May 26. They will be reviewed at the end of the summer season in the light of operational experience and their effect on environmental amenity.

Discussions between the Board of Trade and the Ministry of Technology have resulted in the release to civil Air Traffic Control at Heathrow of some of the Farnborough airspace which has hitherto been controlled from Farnborough aerodrome, as a result the Woodley-Midhurst route will now take from the Dunsfold route the bulk of 'high performance' aircraft for destinations to the South and beyond Paris so that the Dunsfold route will be used in future for most traffic bound for Paris and 'low performance' aircraft going beyond.

No pattern of routes or allocation of aircraft between them can get rid of intrusive disturbance for many of those who live and work within a relatively short distance of a major airport. But the new arrangements which will take fuller advantage than has been possible in the past of the relatively open country to the west of Windsor are designed to combine attention to aircraft safety with the least objectionable pattern of disturbance for people on the ground.

Air misses over Epsom

COUNCILLOR FREDERICK PAUL, the Mayor of Epsom and Ewell, Surrey, wrote recently to the Board of Trade expressing disquiet about reports of air misses over the Epsom area. Mr. G. W. Stallibrass, Controller, National Air Traffic Control Services, has replied:

'I am replying to your letter of 30 April addressed to the Secretary about a recently reported air miss in the Epsom area, in which you refer to the possibility of an aircraft crash.

'In view of the publicity that has been given to reports of air misses in recent months, it may be helpful to give some figures which enable the situation to be viewed more in perspective. As regards the Epsom locality, in the seven years from 1963 to 1969 nine reports were received of incidents in the general area and, after investigation, some of these were found to have involved no actual risk at all. In this seven years there were over 1,500,000 aircraft movements at Heathrow alone. Over the United Kingdom as a whole there have been over 8,000,000 public air transport movements during the last 20 years and there were no mid-air collisions involving them. Of course a very great effort goes into maintaining this record.

'This does not mean that we are complacent about the situation. As soon as an air miss report is received we institute inquiries to trace the aircraft concerned and to obtain statements from anyone involved. Any clear indication of a need for remedial action is acted upon immediately, even before the information which has been gathered has been considered by the Air Miss Working Group. This is a body of highly qualified men representing the main aviation organizations, military and civil, and it meets at regular intervals to review air misses, assess the degree of risk, determine the causes, comment on remedial action and make recommendations. Its reports and recommendations are considered at high level in the National Air Traffic Control Service and the general situation is reviewed regularly by the Air Traffic Control Board, an inter-departmental body from the Board of Trade, the Ministry of Defence and the Ministry of Technology, under an outside chairman.

'It is of fundamental importance in air safety matters never to rest entirely content, and the safety aspects of arrangements and procedures are continually reviewed, not only as regards aircraft but also as regards risk to ground. The anxiety which may be felt by some members of the public in the light of recent publicity is fully understandable but I hope you will agree that the evidence does not provide cause for alarm among the residents of your Borough.'

Appointment to Scottish Advisory Committee for Civil Aviation

MR. ROY MASON, President of the Board of Trade, has appointed Mr. George R. Gay as a member of the Civil Aviation Advisory Committee for Scotland until December 31, 1970. The appointment fills the vacancy created by Mr. John Dalglish, who was unable to accept re-appointment at the end of last year.

Which way do you turn to get a foot in Australia?

Our way first!

Australia is today a focal point in the vast Pacific trading area—an expanding country with a top standard of living offering unlimited opportunities. What's the best way to start exploring the market? Should you export or manufacture there? Turn to the people who know it best. We can tell you what Australia needs and where it's needed . . . what the opportunities are and how best you can profit from them. The services provided by our network of over 530 offices throughout Australia—together with our International Banking Division here in London are all available to you. Now!

THE ENGLISH SCOTTISH & AUSTRALIAN BANK LIMITED

65 GRACECHURCH STREET, LONDON EC3
Chief Administrative Office in Australia 287 COLLINS STREET, MELBOURNE
with A.N.Z. Bank, a member of Australia and New Zealand Banking Group Limited

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MAY 7

Industrial development certificates

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked how many jobs arose in 1968-69 as a result of the industrial development certificates issued in each English region and in Scotland and Wales, respectively. He replied that the numbers of jobs estimated by applicants to arise from industrial development certificates issued in 1968 and 1969 when the projects would be complete and fully manned were as follows:

Region	Estimated Additional Employment ('000)	
	1968	1969
North	20·1	17·2
Yorkshire and Humberside	12·3	14·8
East Midlands	7·6	9·7
East Anglia	5·6	11·0
South East	17·9	27·3
South West	9·0	12·2
West Midlands	7·2	9·3
North West	26·4	23·7
Scotland	21·8	17·3
Wales	18·3	18·8

FRIDAY, MAY 8

Proposed elimination of tariffs

Mr. Roy Mason, President of the Board of Trade, was asked what consideration the Board of Trade had given to the proposals of the International Chamber of Commerce, a copy of which had been sent to him, for an across-the-board elimination of tariffs, over a ten-year period; what discussions there had been with other Governments about these proposals; and if he would make a statement. 'These proposals have been studied with interest,' replied the President. 'I understand that the ICC have already submitted them to GATT, which is the appropriate forum for international consultations on these questions. As I said in an Answer to the hon. Member for Blackpool South on April 29 the GATT is at present actively engaged in a study of the question of non-tariff barriers to trade; it is also carrying out a study of the post-Kennedy Round tariff position and is to study possible techniques of negotiation. On the basis of these studies the Contracting Parties at their next Session will consider the possibilities of further action. Her Majesty's Government will continue to take an active part in all stages of this work.'

MONDAY, MAY 11

Trade Descriptions Act

Asked to make a definition order under the Trade Descriptions Act to limit the use of the word champagne to the produce of France, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'No. I think that the proper meaning of the term is already sufficiently clear.'

Inclusion of diamonds in trade figures

A Member asked why it was decided to include diamonds in the figure of merchandise trade after 1965; and why gold bullion, a comparable commodity, was not included. Mrs. Dunwoody said that the current treatment followed general international practice. Diamonds were excluded in the years 1949 to 1964 only because of difficulties of documentation. Trade in gold bullion, because of the important of gold as a monetary asset, was of very different significance from that of trade in diamonds and other merchandise; for this reason it was shown in a separate table in the Overseas Trade Statistics.

Industrial development in Telford and Daventry

Mr. Varley was asked how many industrial development certificates had been granted for firms wishing to move from the West Midlands conurbation during the last convenient period of six months, to Telford and to Daventry, respectively; and how many applications were pending for these two places and for other overspill towns in the area, respectively. He replied that during the six months from October 1, 1969 to March 31, 1970, the number of industrial development certificates approved for firms wishing to move from the West Midlands conurbation to Telford and Daventry were two and nil respectively. As regards the last part of the Question figures of applications pending were not collected.

Exports of gold bullion

Answering a question on the value of gold bullion exported to the Trucial States in 1969, Mrs. Gwyneth Dunwoody said £29,726,000. I should like to apologize for the omission of these States and of Bahrain from the reply to my hon. Friend on April 13, 1970. The list relating to exports of gold bullion in 1969 should read:

£ thousand

Israel	1,242
Iran	2,715
Kuwait	4,591
Lebanon	14,250
Libya	8,508
Saudi Arabia	737
Bahrain	1,040
Trucial States	29,726
Other Middle East countries	70
Total	62,879

Industrial development in Scotland

Replying to a Member who asked what was the total amount of factory space occupied by industrialists from the United States of America in Scotland and Lanarkshire, respectively; what amount was rented by the Industrial Estates Corporation; what efforts were being made to persuade the United States interests to purchase these factories; and what results had been achieved, Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology said the answer to the first part of the Question was not readily available. Of Ministry of Technology factory space provided under the Local Employment Acts and administered by the Scottish Industrial Estates Corporation, about 6.4 million sq. ft. in Scotland were rented by American interests, and of this area 2.6 million sq. ft. were in Lanarkshire. In addition, 2.8 million sq. ft. had been sold in Scotland to American interests, and of this 0.4 million sq. ft. were in Lanarkshire. 'We continue to draw the attention of industrialists to the advantages of their owning factories where all conditions are suitable,' added Mr. Carmichael.

TUESDAY, MAY 12

Thorneycroft committee on export procedures

A Member asked the President what consideration he had given to the proposals of the Thorneycroft Committee on export procedures; and if he would make a statement outlining his proposals arising from its recommendations. The President replied: 'I gave immediate welcome to this report as a valuable contribution to the government's efforts to reduce the procedural and documentary complications which hinder the activities of our exporters. I am setting up a Board under the chairmanship of Lord Thorneycroft to develop the recommendations of the report.'

Purchase of tobacco

Mrs. Dunwoody told a Member who asked what was the total amount of foreign exchange used in each of the last three years for the purchase of tobacco or tobacco products, that information on foreign exchange used for the purchase of tobacco was not available. Imports of tobacco and tobacco manufacturers valued c.i.f. were respectively £89.3 million, £116.6 million and £114.6 million in the years 1967 to 1969.

WEDNESDAY, MAY 13

Exports of footwear

Mrs. Dunwoody, asked what was the value of exports of footwear in 1969, 1967 and 1965 to the United States of America and to other countries, respectively, replied: 'In 1965, 1967 and 1969 respectively, £3.5 million, £4.4 million and £9.2 million to the United States, and £11.7 million, £15.5 million and 24.4 million to other countries.'

Investment grants

Mr. Varley was asked to estimate the cost of investment grants, both gross and net of corporation tax, by industry group according to the minimum list headings of the Standard Industrial Classification in 1969-70; and the cost in 1970-71 and 1971-72. He answered that the gross cost in 1969-70 was £587 million; this would be analysed by industry groups in the Annual Report which would be presented later this year. Information on which to base an estimate of the cost, net of corporation tax, was not readily available. The estimate of the gross cost for 1970-71 was £600 million. The estimate for 1971-72 would be presented in the usual way at the appropriate time.

Annual report of the Metrication Board

Mr. Anthony Wedgwood Benn, Minister of Technology, made the following statement on the first annual report of the Metrication Board. 'The first report of the Metrication Board. is being published today. Copies have been placed in the Library of the House and in the Vote Office.

'It covers the first five years of progress since the Government statement on metrication in May 1965. A number of industries have already made the change. Many more have firm programmes which are now being implemented. There is now a growing emphasis on metric measurements throughout our educational system. The international background is of a growing determination on the part of

'Going metric—the first five years'—see page 1370.

many countries to adopt an international system of metric units. Since I addressed the House in July 1968, Australia, Canada and New Zealand have decided to change to the international system of metric units and metrication is being actively studied at the request of Congress by the Government of the United States.

'The Government intend to introduce at an early opportunity legislation to remove barriers to metrication, to amend the Weights and Measures Act 1963 and to give legal status to certain metric units which are not now recognized in law. The legislation will give statutory status to the Metrication Board, provide for the Minister of Technology to continue to receive advice on units and standards of measurement and determine the powers of the Minister in this field.

'The main departments concerned with Government purchasing have already announced their programme for turning their orders over to metric specifications. The Government will continue to give full support to industry's plans for the use of metric units by specifying and purchasing metric supplies as and when this becomes practicable.

'I should like to thank the Chairman of the Metrication Board, Lord Ritchie-Calder and the Deputy Chairman, Lord Bessborough, whose enthusiasm, understanding and single-mindedness have enabled the Metrication Board, the members of their sector steering committees and their staffs to produce this valuable record of progress. The Government are also indebted to a great number of representative organizations of industry, trade, commerce and the public, whose continuing support is essential to this important reform.'

Parliamentary Answers on aviation and shipping

FRIDAY, APRIL 24

Infringements of noise levels

A Member asked for a list of the airlines responsible for infringements of the permitted noise level of 102 PNdB on night departure from London Airport, Heathrow, during 1969, indicating which of those were associated with the closure for maintenance of Runway 10R/28L, with unusual weather conditions, or any other special factors.

The information is given in *Hansard*

WEDNESDAY, APRIL 29

Air Misses Committee

A question was asked whether all reports of the Air-Miss Committee would be made available to the public in an unexpurgated form after 30 years, Mr. Roberts said the reports of the Air-Miss Working Group were public records and dealt with accordingly. They would be retained for as long as they were considered to be of value but they were not presently regarded by the Board of Trade as of sufficient historical significance or importance to justify preservation permanently or for as long as 30 years.

Another question concerned the near collision by two aircraft over Merseyside on February 5, Mr. Roberts said the incident had now been fully investigated and considered by the Air-Miss Working Group. No special remedial measures had been considered necessary but action had been taken to emphasise the necessity for full compliance with the appropriate existing instructions which were adequate.

Referring to a question on the near-miss which occurred over London on April 21 last between a Trans World Airlines Boeing 707 and a British Overseas Airways Corporation VC 10, both carrying passengers, Mr. Roberts said: 'I presume that my hon. Friend means the incident which was reported to have occurred on April 7 in the vicinity of Stoke d'Abernon. I would refer my hon. Friend to the Answers which I gave to my hon. Friend the Member for Nuneaton and to the hon. Member for Walthamstow East on April 23, 1970. Investigation of the report is proceeding and if any special remedial measures are called for they will be put in hand without delay.'

Export credit for ships

A Member asked the President if he would propose in the Organization for Economic Co-operation and Development that the terms of the Understanding on Export Credits for Ships be modified to provide soft credit terms for developing countries. 'No,' answered Mr. Mason. 'The understanding limits only the terms for commercial credit. It does not prevent soft terms being provided to developing countries for genuine aid reasons.'

MONDAY, MAY 11

Airport at Severnside

Replying to a Member who asked what was the current stage of discussion on a new national airport within the Severnside area, Mr. Goronwy Roberts, Minister of State, Board of Trade, said: 'There are no current discussions on this subject. Whether there is a need in Severnside or elsewhere for a new national airport in the foreseeable future will fall to be considered when the site of the third London airport has been determined.'

Fans made from experimental materials

Mr. Roberts was asked to issue a directive to the British Overseas Airways Corporation to ground any aircraft containing fans made of experimental materials and to refit them with proven components. 'No', he replied, 'I am advised by the Air Registration Board that their approval which is required for the installation of any engine on British Overseas Airways Corporation aircraft takes into account the materials used in fans. Any such material must have completed substantial ground running and have complied with all the relevant airworthiness requirements. In the case of hyfil carbon fibre blades over 17,000 hours of operation have been satisfactorily completed.' Replying to another question, Mr. Roberts said that hyfil carbon fibre fan blades were not fitted to the BOAC Super VC10 aircraft which lost part of a starboard engine shortly after take-off from London Heathrow Airport on November 27, 1969.

TUESDAY, MAY 12

Ship-to-shore radio

A Member asked under what international agreement regulations were made about ship-to-shore radio; and what was now the size and tonnage ruling concerning coastal traffic round the British Isle. Mr. Roberts replied that rules about the carriage of radio equipment on ships registered in the United Kingdom were made under the provisions of the Merchant Shipping Acts. They took account of the radio provisions contained in the International Convention for the Safety of Life at Sea, and the radio regulations of the International Telecommunication Union. Passenger ships of any size, and cargo ships of 1,600 gross tons and above must fit radiotelegraphy, and cargo ships of 300 gross tons and upwards but less than 1,600 gross tons, and fishing vessels above 140 feet in length must fit either radiotelegraphy or radiotelegraphy equipment.

Turnhouse Airport and Commonwealth Games

Lord Beswick was asked what estimate had been made of the probable increase in traffic at Turnhouse Airport at the time of the Commonwealth Games; and what steps were being taken to accommodate this extra load of passengers. He answered that as operator of the airport, the Board of Trade kept in close touch with the airlines, but so far they had learnt only of one additional flight being arranged. However, many more flights could be accommodated without difficulty outside the peak hours and there was still time for them to be arranged.

UNCTAD Committee on Shipping

Mr. Roberts was asked to make a statement on the meeting of the United National Conference on Trade and Development Committee on Shipping, held at Geneva from April 20 to May 1. He said: 'The recent meeting of the Committee on Shipping considered various matters including expansion of and protection for the merchant marines of developing countries, liner conference practices, and the level and structure of liner freight rates. Six resolutions were adopted unanimously and one by majority vote.'

THURSDAY, MAY 14

Designation of airports

Mr. Roberts answered a question on the steps taken when an airport was designated under section 8 of the Civil Aviation Act 1969 to notify local authorities in the area; and the guidance issued to the airport management concerning the facilities they should provide for consultation. He said that local Authorities concerned were consulted before an aerodrome was designated. Notification that an Order had been made was given by a press notice. The Aerodrome Owners Association and the Joint Airports Committee of Local Authorities – and indiviual aerodrome owners, on request – had been given general guidance and provided with information about existing Consultative Committees.

Flying of kites

'What regulations apply to the flying of kites which are dangerous to aeroplanes,' inquired a Member, 'and what steps are taken to bring them to the notice of the younger members of the population?' Mr. Roberts replied that under the provisions of Article 61 (1) of the Air Navigation Order 1966 a kite may not be flown at a height of more than 200 feet above the ground or within three miles of an aerodrome without the permission in writing of the Board; 'No special steps have been taken to bring these regulations to the notice of the younger members of the population,' he said.

Turnhouse Airport

A Member asked what was preventing a decision being reached on the future development of Turnhouse Airport, Edinburgh; Mr. Roberts said: 'As the hon. Member knows large sums of money are involved and it is right that the alternatives should have been subjected to detailed cost benefit analysis. We hope to make a statement on Turnhouse development in the near future.'

WEST LOTHIAN FACTORY FINDER

AVAILABLE NOW!

Serviced sites available at two 150-acre industrial estates at Whitehill (near Bathgate) and East Mains (Broxburn) adjoining Trunk Road A8 and M8 Motorway.

Advance factories complete or near completion at:

WHITEHILL (BATHGATE)

4000 sq. ft. factory and 2000 sq. ft. office accommodation
5000 sq. ft. can be expanded to 10,000 sq. ft.
5000 sq. ft. can be expanded to 15,000 sq. ft.

BLACKBRIDGE (near ARMADALE)

5000 sq. ft. can be expanded to 10,000 sq. ft.

West Lothian welcomes industry and provides the amenities to make expansion profitable. Financial assistance includes development area grants and the possibility of the local Authority making 75% loans available.

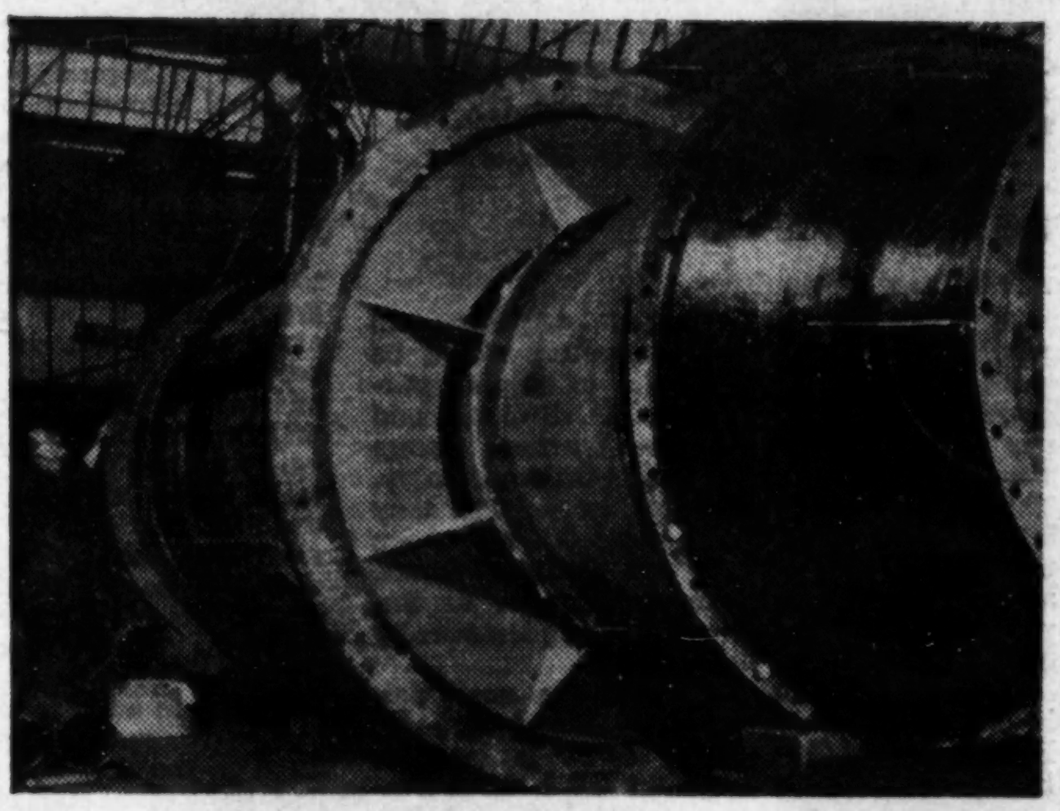
Post this coupon now for full details and a brochure giving you all the facts and figures about expansion in West Lothian.

NAME .....
COMPANY .....
ADDRESS .....
.....
.....

BOTJ 1

To County Planning Officer, West Lothian County Council, 53 High Street, Linlithgow. Telephone Linlithgow 3121

During a tour of British industry in May, Mr. W. B. Tagilala (centre), assistant controller of Government Supplies, Fiji, visited the Wedgwood factory at Barlaston. He is pictured with Mr. E. R. S. Richards of the Board of Trade watching Wedgwood 'thrower' Mr. Fred Allerton.



The first of two 60 in. suspended bowl pumps, ordered by Montreal Engineering Company Ltd. for Calgary Power Ltd.'s Sundance power station, Alberta, Canada, nearing completion at the works of Allen Gwynnes Pumps Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd. The pumps are to be installed at Lake Wabamun, 50 miles from Edmonton, each to provide 78,000 gallons per minute of screened lake water for cooling the condenser of the first of the power station's 300MW turbo-alternator sets.

REDUNDANT PLANT WANTED:

Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors, transformers, switchgear etc.

Specialists in difficult dismantling operations.
Prompt inspection and settlement.

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
May 28	Miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Near Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898.)

Diesel and electric fork lift trucks; pallet transporters; portable runways; gravity conveyors; lathes; milling machines; drilling and grinding machines; hack saw; charging plant; welding plant; transporting and litting equipment; shearing and folding machines; storehouse trucks; hand cranes; dynamometer; petrol engines; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; fire fighting equipment; hydraulic and screw jacks; binoculars; ironmongery; household and kitchen equipment; ladders; rope; steel and wooden boxes; buckets; TEXTILES: tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kitbags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous general stores.

June 2-4	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Land Rovers; Austin Gipsys; Austin, Thames, Morris and Bedford vans; Bedford fire tenders; mobile welding sets and workshops trailers; laundry and bath trailers; radar cabin trailers; earth moving equipment, spares and conversion sets; aircraft equipment; motor cycles; vehicles spares including tyres, batteries, canopies and covers, windscreens and glass; machine tools including lathes, power saws, polishing and honing machines, etc.; electronic test meters and instruments; rescue equipment including axes, ropes, etc.; miscellaneous medical equipment and stores; CLOTHING: greatcoats; waterproof coats; tunics; trousers; boots; cotton cloths; blue battledress blouses and trousers; anklets; berets; TEXTILES: rope; cordage; canvas; webbings; rugs; mats, etc.; large assortment of other general stores.

June 9-11	Road making and heavy haulage equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Heavy duty tractors; recovery vehicles; cranes; excavators; angledozers; hydraulic tippers; fork lift trucks; Land Rovers; dumpers; graders; scrapers; various trailers and tractors; factory trucks; road sweepers; grit spreaders; Bedford fire tenders; signal and radar trailers; coaches; dropside and platform trucks; Bedford trucks, vans, tippers, ambulances; Austin vans; Morris commercial vans and water tankers; Austin Gipsys; Morris Minors, Minivans and Minibuses; Ford Zephyrs and Cortinas; Hillman Huskys; Morris Travellers; BSA and Matchless motor cycles; large quantities tyres, windscreens and glass.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single spindle automatic; boremat ic; fine borer; internal and vertical broaches; bench and pillar drills; plain. surface and universal grinders; gear grinders; capstan, turret, centre and 'T' lathes; horizontal and vertical millers; tracematics; thread rolling machines; shaping, sawing, tapping, welding, woodworking machines, etc. Located at Branston, Staffs. and Aston Down, Glos. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1 V6HE. Tenders must be returned by 10 a.m. as follows: Branston (Tender No. 2689) June 9, 1970; Aston Down (Tender No. 2716) June 18, 1970.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
June 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

MINISTRY OF TECHNOLOGY

Mintech Stores Depot, Aston Down, Nr. Stroud, Glos. (between Stroud and Cirencester, just off A.419)

Machinery: Five hydraulic transport trolleys; nine ground power supply units; seven electrical servicing trolleys; four hydraulic test trolleys; 'Broomwade' compressor; 'Petbow' welding trolley; arc welding plant; two 'Siemens Schuckert' motors; 5-ton pulley block; 10 jacks, up to 5-tons; metal and wood cases, four 'Morrisflex' drive units; 10-cwt. minilift hoist; two 230v generator sets; M.T. spares; nuts; bolts; and screws; 'Ford' 10 h.p. engine; three alternator sets; 'Planer' B.801 eyelet bonder; 31 oscilloscopes; nine avo multimeters; 12 avometers; 46 power units; 25 amplifiers; eight research cameras; 'Firth' hardometer laboratory balance; four cine cameras; two theodolites; 400v blower motor; six electroflo control units; 'Creed' teleprinter; four trolley bus bars; valve and insulation testers; electrostatic voltmeter; two analyzers; three meggers; rwo reels steel hawser; two coils rope; 30 various tyres; large quantity of paint, unused instrument tool kit, etc. **Furniture;** includes five wardrobes; six dressing chests; 46 various chairs; two 4 ft. ; six double office desks; seven drawing boards; bureau bookcase; seven settees, 12 easy chairs; seven various unused beds with good mattresses; 300 neon lamps; 183 fluorescent tubes; some kitchen utensils; 26 white blankets and clothing including greatcoats, jackets, overalls, trousers, boots, etc.

Hobbs & Chambers are instructed to sell the above by auction, in varying lots, from catalogue, in Hangar 9, on Saturday, May 30, 1970, commencing at 10 a.m. On view on Friday, May 29, from 10 a.m. to 4 p.m., and one hour before sale. Light refreshments on sale day.

Catalogues, price 1s. 0d. (not stamps) from the Auctioneers, 'At the Sign of the Bell,' Cirencester, Glos. (Tel. 2562/3 with 24 hour answering service), also at Faringdon, Berks., Swindon, Wilts. and Carterton, Oxon.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1970															
1st quarter						103									–41
1969															
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									
March						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡§	
			Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963 at 1963 prices	Apr. 1959 at 1958 prices	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	121	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	150	–309
1969	117	124 p	131·8	5·4	125·0	115·9	197·4	535	200		167	169	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	544	176	24,363	158	146	–113
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	541	185	24,321	158	142	–109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	547	189	24,276	161	154	– 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	532	202	24,316	160	159	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	519	202	24,277	169	167	168
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	547	200	24,205	168	173	135
4th quarter	117	124 p	133·7	5·1	127·3	118·0	201·5	544	199		169	177	140
1970													
1st quarter			136·2	5·0	130·1 p	120·4 p	208·8	561	192		172	180	
1969													
October	116	129 p	133·2	5·4	125·9	117·5	199·0	543	199		171	178	
November	117	124 p	133·5	5·4	127·5	117·9	200·7	538	197		168	179	
December	117	124 p	134·4	4·7	128·4	118·6	204·9	550	200		170	177	
1970													
January	119 p	127 p	135·5	5·0	129·4	119·5	206·1	558	195		167	182	
February	119 p	126 p	136·2	4·9	130·0	120·5	209·4	557	192		172	174	
March			137·0	5·1	130·8 p	121·2 p	210·8	567	188		176	185	
April					130·5 p	121·6 p		567	188		181 p	187 p	

† Not seasonally adjusted. ‡ Including re-exports. §Revised figures include adjustments for special factors affecting the recording of exports.

General assessment of the economic situation

From the article prepared by HM Treasury on the Economic situation to be published in Economic Trends, *May. Note: Unless otherwise stated, this report is based on seasonally adjusted data.*

IN THE ABSENCE of the measures announced in the Budget last month, the gross domestic products was expected to grow in volume terms by about 3 per cent between the first half of this year and the first half of next year. As a result of the Budget measures, however, the growth rate over this period is expected to be about 3½ per cent, the extra ½ per cent being the equivalent of some £200 million of output) at factor cost and at current prices). Of this £200 million, something like three quarters is likely to be devoted to increased personal consumption; but the Budget – by virtue of the increased initial tax allowance on the construction of industrial buildings and the easing in monetary policy (and by virtue also of the indirect stimulatory effects of the acceleration in the growth rate of the economy) – should also contribute to the rise foreseen in fixed investment and stock-building. Since the projected growth of output between the first half of this year and the first half of next year is greater than the estimated rate of growth of productive potential, the trend of unemployment should, on the basis of past relationships, be downwards in the period ahead.

The forecast published in the *Financial Statement and Budget Report*, 1970-71 envisaged that total output in the first half of 1970 would grow in line with productive potential, with a more rapid increase in the other elements of demand compensating for some slowdown in exports. Although there was a continued rise in value terms, the volume of exports of goods and services in the first quarter of 1970 was probably similar to that of the preceding quarter. Among the other components of expenditure, an estimate for the first quarter of 1970 is available only for consumers' expenditure and this does not suggest that the acceleration which is expected during 1970 had yet begun; it points to a moderate rise of about ½ per cent over the final quarter of 1969. (A contributory factor may have been the postponement of some purchases until after the Budget, in anticipation of possible tax changes.) Preliminary information on stocks in the first quarter of 1970 suggests that investment in stockbuilding may have fallen back from the very high level recorded in the preceding quarter. The industrial production index showed a recovery in February to the level of November and December; the dip in January was probably occasioned by the abnormally large number of days lost as a result of sickness. Altogether, the still limited number of indicators of the development of the economy in the first quarter suggest that the increase in the underlying level of gross domestic product may have been small.

A new procedure for seasonal adjustment of the official series of wholly unemployed has now been adopted. Recent comment on the earlier series in this report had taken account of the over-adjustment for seasonal influences which the new method has removed. The general picture of only a slight rise in unemployment since the beginning of 1968 is unchanged, but the new series no longer exhibits the rise from spring to autumn and the corresponding fall from autumn to spring which had been characteristic of the previous series in recent years. The fall in unemployment in the latter half of 1968 and in early 1969, together with the rise since mid-1969, emerge more clearly, but movements in either direction have been small. The changes in employment have reflected earlier movements in output, although unemployment appears to have responded less to these movements than was previously the case. Additional confirmation of some weakening in the labour market since mid-1969 comes from the changes in unemployment and in vacancies. Industrial employment fell by about ¼ per cent between June 1969 and January of this year, while unfilled vacancies also decreased in the six months from October 1969. Since the beginning of this year, however, there has been little change in unemployment.

Manufacturing output rose almost twice as fast as gross domestic product between the middle two quarters of 1967 and the second half of 1969 and the pressure of demand for labour in manufacturing remains high relative to the rest of the economy. The movement of adult male vacancies has been striking. In March 1967 adult male vacancies in manufacturing were 37,000 as compared with 57,000 in the rest of the economy. Three years later the position was reversed, with vacancies in manufacturing having risen to 51,000 while those in the rest of the economy had fallen to 48,000. Hours of overtime worked in manufacturing in January and February of this year were about one-sixth higher than in the corresponding period of 1967. The current figures for vacancies and overtime working have in the past been associated with lower levels of unemployment, and labour turnover in manufacturing also has been higher in 1968 and 1969 than would have been expected on the basis of past experience.

Since devaluation, retail prices in the United Kingdom have risen at an annual rate of over 5 per cent, compared with an average of about 3½ per cent in the 1960s: about half the increase since November 1967 is attributable to devaluation and to the associated measures of increased taxation to promote the switch of resources out of private consumption into the exports and manufacturing investment. In the first quarter of 1970; United Kingdom retail prices were about 5 per cent higher than a year earlier, as were wholesale prices of home sales of manufactured goods. In other major industrialized countries, consumer prices have also been rising rapidly since 1967, with strong pressures from rising wage costs and a generally high level of overall demand in relation to capacity. In the year to February 1970, the increase in consumer prices in France and Italy† lay in the range 4-6 per cent as did that in the United Kingdom. There was a slower rise of about 3½ per cent in Germany, but consumer prices in the United States rose by over 6 per cent and those in Japan by 8½ per cent (consumer prices in Japan have usually risen much faster than export prices). 1970 is again expected to be a year of above-average increases in retail prices abroad. At home, the special factors of increased taxation and devaluation will no longer be significant, but the faster growth of money wages has called into question the slowdown that would otherwise have been expected.

In his Budget speech the Chancellor warned that to achieve reasonable stability in prices, incomes 'cannot for long continue to rise at their recent rate'. The average rate of settlement becoming effective for manual workers in the first quarter of 1970 was 9½ per cent or 8 per cent at an annual rate as compared with a corresponding figure of 7½ per cent for both in the final quarter of 1969. The index of hourly wage rates (not seasonally adjusted) in the three moinths to March was about 7 per cent higher than a year earlier, with three-quarters of the increase having taken place between July-September and January-March. The more rapid rate of increase in the second half-year reflects not only the higher rates of settlement negotiated but also the large number of workers involved. Earnings, reflecting the movements in wage rates, have also accelerated in recent months; in the three months to February, the monthly index of average earnings was about 9 per cent higher than a year earlier, and about two-thirds of this increase was concentrated in the second half of the period.

In 1969, monetary conditions were very stringent. The money supply rose by 2¼ per cent, after showing little change in the first half of the year; and domestic credit contracted by about £200 million. The income velocity of circulation of money (as measured by the ratio of gross national product at current market prices to the average money supply on the official definition) was comparatively stable in the period 1964-67. It fell somewhat in 1968 and rose again in 1969 to the level of 1967. Thanks largely to the massive inflow of overseas funds, first indications are that the money supply rose modestly during the first quarter of 1970 (bringing the rise over the financial year to some 2 per cent). With sales of gilt-edged to the non-bank public continuing at an exceptionally high level in the first quarter, there was a substantial con-

†In the year to January 1970 in the case of Italy.

(Continued at foot of next page)

Record number of foreign visitors in March

THE FOLLOWING TABLES have been issued in connection with the notice on foreign visitors to Britain during March, published in last week's *Journal*, page 1323.

Recent trends are shown by the seasonally adjusted figures given in the table below. The detailed tables give separate figures (not seasonally adjusted) for a number of important countries and areas.

Number of foreign visitors

Thousands per month

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964	160		95	49
1965	180		108	56
1966	207		123	63
1967	227		134	70
1968	259		157	73
1969 Year	320		190	95
1st quarter	154	303	181	89
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397p	228p	125p

p Provisional

Visitors from Western Europe†

(Monthly averages or calendar months; not seasonally adjusted) Thousands

	Total Western Europe	France	West Germany	Belgium, Netherlands and Luxembourg	Scandinavia and Finland
1964	95·4	27·1	19·0	19·8	11·5
1965	107·5	30·3	21·6	22·1	13·5
1966	123·2	34·7	24·0	25·1	15·8
1967	133·6	37·8	24·6	28·2	17·9
1968	157·2	42·3	29·7	35·0	20·3
1969	190·0	54·6	35·3	41·2	22·5
1969 January	74·3	15·8	13·6	17·7	10·7
February	85·1	28·8	12·4	17·7	10·9
March	143·7	43·9	29·4	28·7	17·5
April	186·4	57·5	34·6	42·2	17·5
May	213·3	76·1	36·6	47·1	20·7
June	232·1	64·5	35·7	47·3	45·1
July	457·3	137·2	97·1	89·5	56·2
August	316·2	102·2	63·7	65·8	23·2
September	186·0	40·0	37·3	42·7	20·6
October	144·5	30·8	26·3	34·7	18·1
November	113·4	24·2	18·0	27·8	15·0
December	127·9	34·1	19·5	33·1	14·7
1970 January	88·0	20·8	15·1	19·4	12·5
February	92·4	22·7	15·9	21·4	13·9
March	207·0	60·9	45·1	42·0	21·1

†Excluding Commonwealth Citizens and residents of the Irish Republic

Visitors from other foreign countries†

(Monthly averages or calendar months; not seasonally adjusted) Thousands

	United States	Japan	Latin America	Rest of World
1964	49·1	1·9	2·9	10·9
1965	56·2	1·9	3·1	11·7
1966	62·8	2·5	4·4	13·7
1967	69·9	3·1	5·0	14·9
1968	73·1	3·5	6·2	19·1
1969	95·5	4·9	7·8	22·3
1969 January	31·3	1·5	6·0	11·0
February	28·2	2·1	4·7	8·5
March	45·0	4·0	4·1	12·7
April	65·0	3·9	6·1	16·9
May	97·2	4·7	9·4	22·0
June	168·7	5·5	9·1	28·9
July	217·3	6·7	11·0	46·4
August	188·6	8·9	12·6	40·0
September	128·6	6·6	12·7	30·4
October	79·0	6·4	8·3	19·5
November	48·8	5·6	5·0	13·7
December	48·0	3·4	4·3	17·7
1970 January	37·8	3·3	7·5	12·5
February	34·8	3·0	7·1	9·2
March	62·6	5·7	5·9	15·2

†Excluding Commonwealth citizens and residents of the Irish Republic

Notes:

This notice is based on a new series of seasonally adjusted figures prepared by the Board of Trade.

The elimination of recurrent seasonal variations enables comparison to be made between successive months, and permits trends to be more clearly seen (though random variations are not eliminated). Allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year.

For Western Europe, adjustment has also been made for the effect of the date of Easter; an early Easter, such as this year's, means a shift in visits from April to March. The Easter adjustment is best made by using the figures for both March and April, and the adjustment here made for March is therefore provisional.

The analysis is by nationality, not by country of residence.

An estimated addition has been made to the Home Office figures in respect of the appreciable numbers of United States visitors arriving from the Irish Republic; other visitors arriving from the Irish Republic are excluded.

The Home Office figures for recent periods are subject to revisions (usually minor) before final annual figures are published in the White Paper, 'Statistics of Foreigners Entering and Leaving the United Kingdom', which gives a detailed analysis by nationality and purpose of journey. The White Paper for 1969 will be published shortly.

GENERAL ASSESSMENT, *continued*

traction in domestic credit.

Exports in the three months February-April were rather more than 1 per cent higher by value than in the preceding three months. Over the same period imports (excluding United States military aircraft) were 5 per cent higher – though over half this increase is attributable to a recovery in imports from Canada following the ending of strikes there by mineworkers and dockers. The visible trade balance (excluding United States military aircraft) showed in February-April an average monthly deficit of £4 million (in April there was a deficit of £11 million) but taking the first four months of this year there was a surplus averaging £6 million a month. These figures indicate further growth in the value of exports, with the volume of shipments continuing at a high level. The rise in the value of imports is partly a reflection of higher commodity prices but also stems from some increase in volume (including the delayed imports from Canada). With visible trade running close to balance over the first four months of this year, and with a continued strong surplus on invisible trade, the current account of the balance of payments has continued in substantial surplus.

From the article prepared by HM Treasury on the economic situation, to be published in *Economic Trends*, May. Note: unless otherwise stated, this report is based on seasonally adjusted data.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Tools and Implements for January 1970

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

Cinema admissions and takings in January

DURING JANUARY 1970, counted as a four-week period, the weekly average number of admissions to cinemas in Great Britain was 4.51 million, and the weekly average of gross box takings was £1.27 million. The comparable figures for January 1969 was 5.26 million and £1.37 million respectively.

Work of the Royal Mint during 1969

DURING 1969, a total of 2,686 million coins were struck by the Royal Mint at Tower Hill and Llantrisant. The number of pieces struck for domestic use, 2,375 million, was the highest on record and the increasingly effective part being played by the new Mint in South Wales is illustrated by the fact that of this total 52 per cent were produced at Llantrisant.

For easy reference, details of United Kingdom coins produced are set out below:

Decimal Coins

164 million	50p coins
398 million	10p coins
83 million	5p coins
394 million	2p coins
587 million	1p coins
391 million	½p coins

Non-Decimal Coins

92 million	sixpences
47 million	threepences
219 million	pennies

Coinage for overseas governments represented 12 per cent of the year's production and, among the 311 million pieces supplied, were new coinages for Burmuda, the Irish Republic, Jamaica and Jersey. Included in the pieces struck for 35 overseas countries were coins for the Bahama Islands, British Honduras, Bahrain, Brunei, Ceylon, the Congo (Kinshasa), Gilbraltar, Malawi, Switzerland and Vietnam.

Medal production continued at a high rate and 86,601 medals were issued during the year. The Prince of Wales Investiture Medal, which was commissioned by the Ministry of Public Building and Works on behalf of the Welsh Office, proved to be extremely popular and the original planned issue was almost immediately over-subscribed. In the event, 32,000 medals were struck in bronze and over 9,000 in silver.

Seals were prepared for the Duchy of Cornwall, the Greater London Council and for many other official bodies. In the postage and revenue field embossing dies were produced for the Post Office Corporation, the Inland Revenue Department and several Commonwealth countries.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during April 1970, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,656	—	1,656
Over £100 but under £1,000	87	1	86
£1,000 but under £10,000	677	—	677
£10,000 but under £50,000	106	—	106
£50,000 but under £100,000	15	—	15
£100,000 but under £1,000,000	14	—	14
£1,0000,000 and over	1	—	1
Total number	2,556	1	2,555
Total amount of Nominal Capital	£ thous. 7,657	£ thous. —	£ thous. 7,656

Companies registered in Great Britain in 1969 and 1970

	1969		*1970*	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,597	2,087	5,528
February	1,892	7,408	2,156	7,556
March	2,227	25,151	2,464	5,089
April	2,066	5,614	2,556	7,657
May	2,089	6,272		
June	1,979	5,643		
July	2,133	10,764		
August	1,880	4,667		
September	1,841	6,324		
October	1,806	5,062		
November	1,988	4,221		
December	2,150	4,399		
Total	24,128	92,122		

Statistics of trade

THE following information was given by Mrs. Dunwoody, in Parliament on May 11, in reply to a request for a list of the returns collected from business and industry under the Statistics of Trade Act with numbers of respondents.

1. Annual inquiries

Sponsoring Department	Brief description of inquiry	Approximate average number of returns sent out	Remarks
Ministry of Agriculture Fisheries and Food	Feeding stuff production	350	
	Purchases, sales and stocks of vegetable seeds	380	
Board of Trade	Annual Inquiries into the Distributive and Service Trades	62,000	
	Film distribution and the film exhibition industry	1,700	
	Census of Production for 1969	1,650	Last of old series
	Census of Production for 1970	50,000	First of new series
Department of Employment and Productivity	Annual Census of Employment	1 to 1½ million	Starting in June 1970
	Average Salaries	20,000	To be discontinued after October 1970
	New earnings survey	200,000	Started April 1970
	Occupations in engineering and related industries	3,500	
Ministry of Public Building and Works	Employment and work done, classified by types of work	79,500	
	Employment classified by craft	78,000	
Ministry of Technology	Mineral oil refineries	20	
	Petroleum production and exploration	60	

2. Short-period inquiries

Ministry of Agriculture, Fisheries and Food	Commitments to import or export	480	
	Production of oils, fats etc.	360	
	Stocks of grain	220	
	Production of animal feeding stuffs	350	
	Returns of stock slaughtered	1,830	
	Bacon production and imports	230	
Board of Trade	Quarterly Inquiries into sales	4,600	Currently five industries but will ultimately cover all production
Department of Employment and Productivity	'L' returns	25,000	Samples inquiries into employment
	Average earnings by occupation in certain industries	6,000	
	Average wages and salaries	8,000	
Ministry of Public Building and Works	Total employment	6,800	
	Employment and value of work done, classified by types of work	16,500	
	Contracts and orders for new construction	16,200	
	Production of sand and gravel	1,200	
	Production, delivery and stocks of building blocks	280	
Ministry of Technology	Some short-term inquiries (Production, etc.)	1,650	
	Industrial consumption of solid and liquid fuel	5,000	
	Solid fuel merchants (stocks)	5,400	
Ministry of Transport	Transport of goods by road	9,200	Continuous survey

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel, 01-222 7877, Ext. 2438).

United Kingdom Trade in April

Summary

THE VISIBLE TRADE BALANCE in April, seasonally adjusted and excluding United States military aircraft, was in deficit by £11 million. In the three months ended April there was a deficit averaging £4 million a month. For 1970 so far, there has been a surplus averaging £6 million a month.

Table 1A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif		Visible trade balance§†
		Total	Excl. US military aircraft, etc.	
1968	547 (536)	658	646	- 44 (- 55)
1969	615 (611)	694	678	- 8 (- 12)
1968 1st quarter	532 (521)	647	641	- 47 (- 57)
2nd quarter	516 (506)	642	633	- 64 (- 74)
3rd quarter	562 (550)	666	654	- 37 (- 48)
4th quarter	578 (567)	678	657	- 31 (- 42)
1969 1st quarter	577 (565)	677	660	- 31 (- 43)
2nd quarter	608 (596)	700	678	- 18 (- 30)
3rd quarter	631 (637)	696	680	+ 7 (+13)
4th quarter	645 (648)	701	693	+10 (+13)
1970 1st quarter	656	714	712	+12
1969 November	651	697	689	+20
December	645	705	702	+ 5
1970 January	663	693	692	+38 p
February	634	715	713	- 7 p
March	672 r	731 r	730 r	+ 4 p r
April p	679	752	750	-11 p
1969 Nov.-Jan. 1970	653	698	694	+21
1970 Feb.-April p	662	733	731	- 4

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Note 2 (b).)

§ Including adjustments for special factors affecting the recording of exports; figures excluding the adjustments are shown in brackets.

Table 1B. Three-monthly averages†

Seasonally adjusted values — £ million per month

1969 May	589	687	668	- 29
June	608	700	678	- 18
July	617	706	682	- 13
August	633	706	686	0
September	631	696	680	+ 7
October	641	694	681	+18
November	640	696	687	+12
December	645	701	693	+10
1970 January	653	698	694	+21
February	647	704	702	+12
March	656	714	712	+12
April	662	733	731	- 4

†Average of month shown and two preceding months. (See Note 2 (c).)

Exports and imports

Exports in April were £679 million f.o.b. seasonally adjusted. In the three months February – April, exports averaged £662 million a month, rather more than 1 per cent higher than the rate of £653 million in the previous three months. Imports in April were £750 million c.i.f., seasonally adjusted and excluding United States military aircraft. They averaged £731 million a month in the last three months, an increase of 5 per cent on the average of £694 million in the three months November-January. More than half the increase between these two periods is due to the recovery in imports from Canada, mainly of nickel and timber, which were held back by strikes there in the latter part of last year.

Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running at about £40 million a month.

Brief assessment

The recent figures indicate further growth in the value of exports, with the volume continuing at a high level. The value of imports has also risen, partly on account of higher commodity prices and also reflecting some increase in volume, including the delayed imports from Canada.

Visible trade this year has been running close to balance and the current account of the balance of payments has continued in substantial surplus.

(*Text continued on page* 1390)

Table 1C. Recorded values

Recorded values — £ million per month

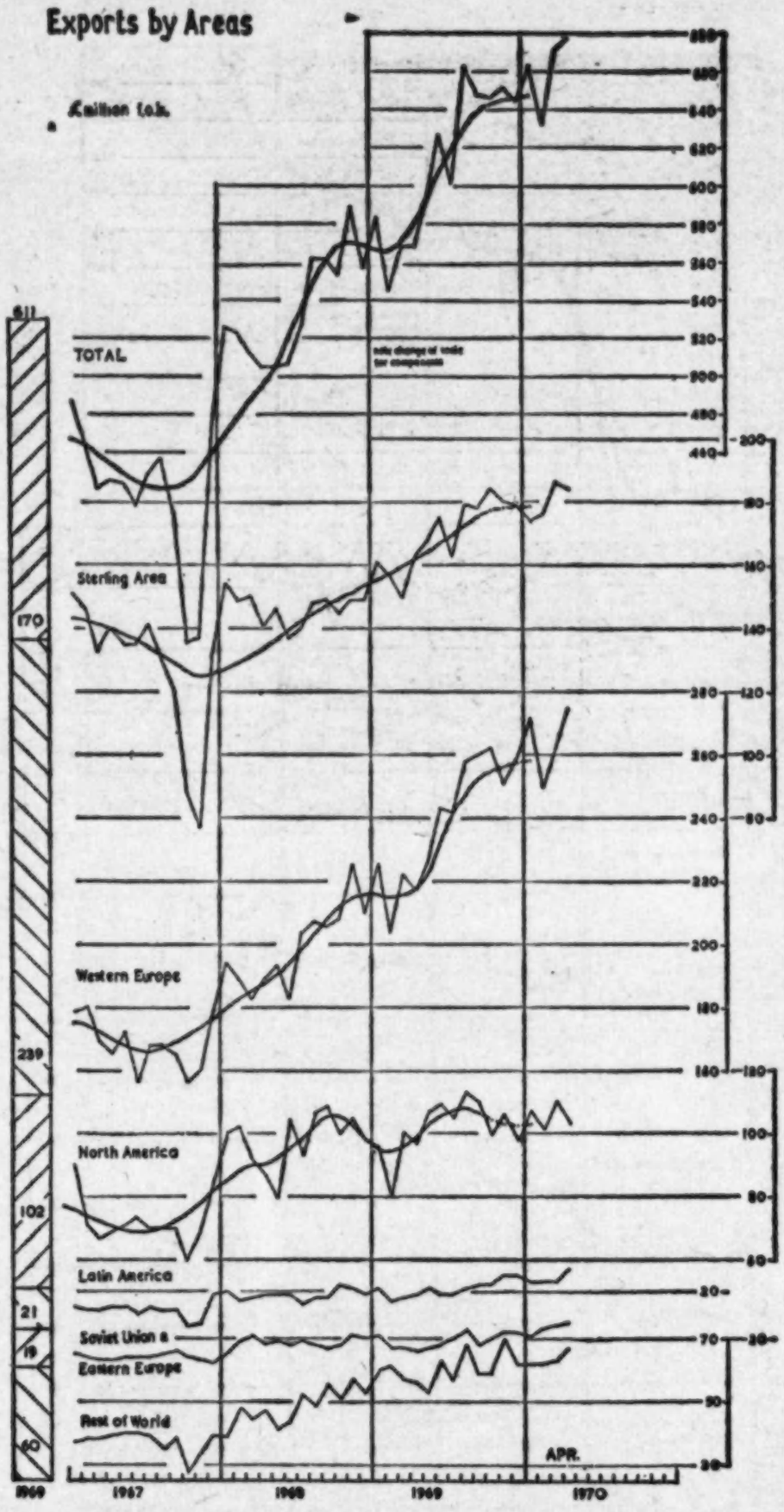
	Exports fob	Imports cif	
		Total	Excl. US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·3	704·6	696·3
1970 1st quarter	649·5 r	715·4 r	713·5 r
February	618·6	680·0	677·1
March	693·1 r	725·7 r	724·1 r
April p	690·0	809·2	807·0

Table 2. Exports: Areas

(*See chart on opposite page*)

easonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	611	170	239	127	90	102	21	19	60
1st quarter	565	158	217	116	82	93	19	19	59
2nd quarter	596	169	229	121	87	104	20	17	57
3rd quarter	637	173	253	133	95	109	20	20	61
4th quarter	648	181	257	139	96	102	24	21	64
1970 1st quarter	656	180	262	139	102	107	23	23	63
February	634	176	250	133	100	101	23	23	62
March	672	187	263	139	101	110	23	24	63
April p	679	184	275	143	110	103	27	25	67
1969 Nov.-Jan. 1970	653	178	260	141	98	104	25	22	65
1970 Feb.-April p	662	182	262	138	104	105	24	24	64



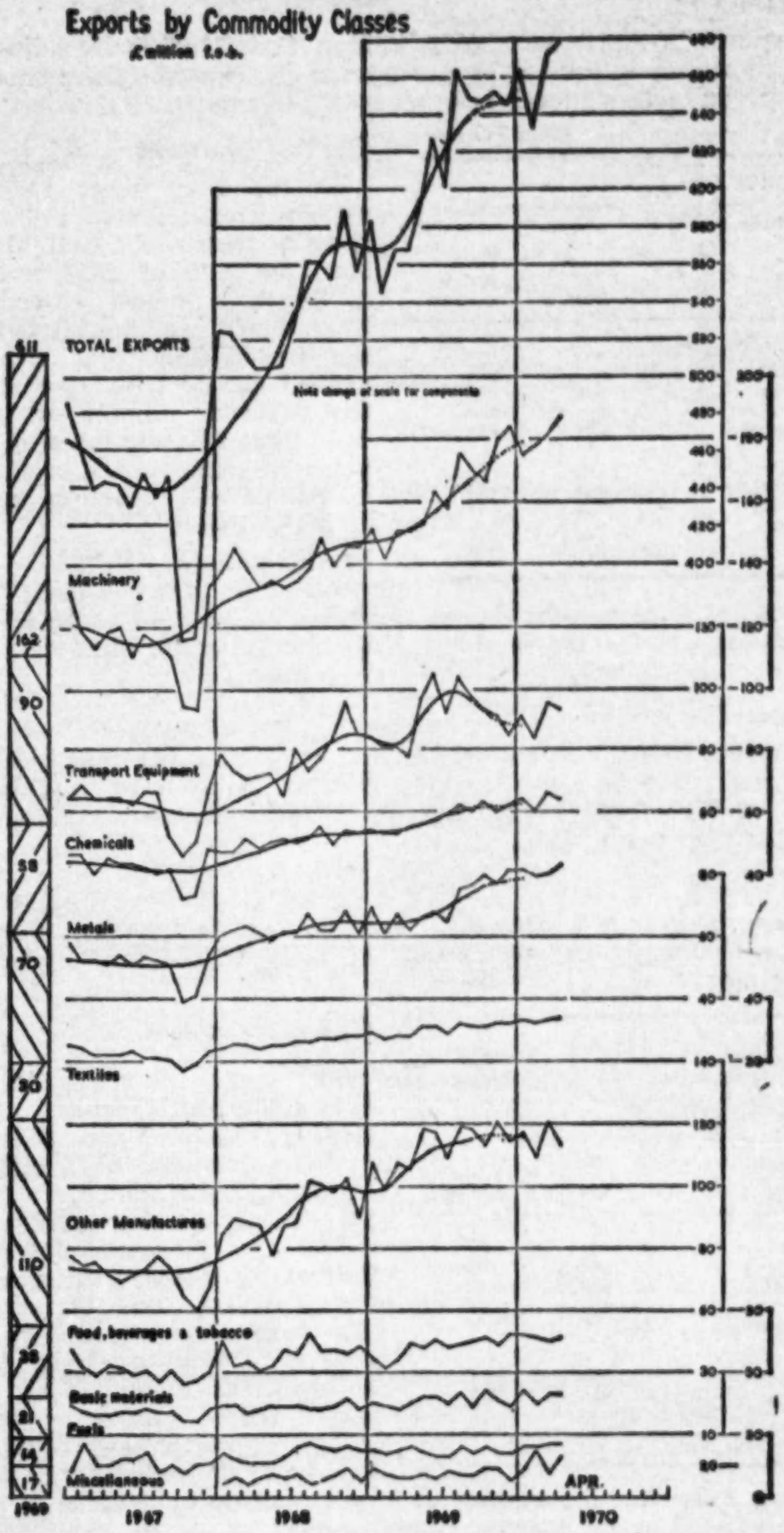


Table 3. Exports: Commodity classes

Seasonally adjusted values — £ million fob per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	611	38	21	14	521	253	162	66	24	58	70	30	110	17
1st quarter	565	33	19	15	479	228	148	62	22	53	66	28	104	17
2nd quarter	596	39	21	14	507	249	156	66	26	56	65	30	107	16
3rd quarter	637	39	21	14	547	268	168	70	25	60	72	31	115	17
4th quarter	648	41	21	15	552	266	177	66	24	62	79	32	115	18
1970 1st quarter	656	41	22	16	555	266	178	70	22	63	80	33	115	21
February	634	41	20	16	535	257	178	67	18	60	79	32	109	25
March	672	40	23	17	572	277	181	73	24	66	80	33	120	18
April p	679	41	23	17	574	281	187	67	28	64	83	34	113	23
1969 November-January 1970	653	41	22	14	557	267	180	66	23	62	80	32	117	18
1970 February-April p	662	41	22	17	560	272	182	69	23	63	81	33	114	22

(Continued on next page)

EXPORTS

Exports in April were £679 million f.o.b., seasonally adjusted. No allowance is needed in April or in the preceding five months for special factors affecting the recording of exports.

EXPORTS fob

Seasonally adjusted	£ million a month	
	Month	Three-month average
1969		
August	654	633
September	633	631
October	636	641
November	651	640
December	645	645
1970		
January	663	653
February	634	647
March	672	656
April	679	662

General comment

In the latest three months, exports averaged £662 million a month, over 1 per cent higher than the rate of £653 million in the three months November to January. In the first four months of this year exports were 3 per cent higher than in the last four months of 1969. It is clear that the trend in the value of exports has been upwards, largely reflecting an increase in prices.

Market pattern

Between the latest two periods of three months the main increases have been to the EFTA countries and to the sterling area. Elsewhere the changes were small.

Commodity pattern

Exports of road motor vehicles increased by 4 per cent between the latest two periods of three months. Exports of machinery and of fuels were higher but the changes in other commodity classes were fairly small.

IMPORTS

Imports in April were £750 million c.i.f. (seasonally adjusted and excluding United States military aircraft); the total including these aircraft was £752 million.

IMPORTS cif excluding US military aircraft, etc.

Seasonally adjusted	£ million a month	
	Month	Three-month average
1969		
August	671	686
September	683	680
October	689	681
November	689	687
December	702	693
1970		
January	692	694
February	713	702
March	730	712
April	750	731

General comment

In the three months February-April imports (excluding United States military aircraft) averaged £731 million a month, 5 per cent more than the average of £694 million a month in November-January. Part of the increase was due to higher prices, but there has also been some increase in the volume of imports. There was an especially sharp rise in imports from Canada, partly owing to the strong recovery in shipments of nickel and timber following the ending of the Canadian mineworkers' and dockers' strikes.

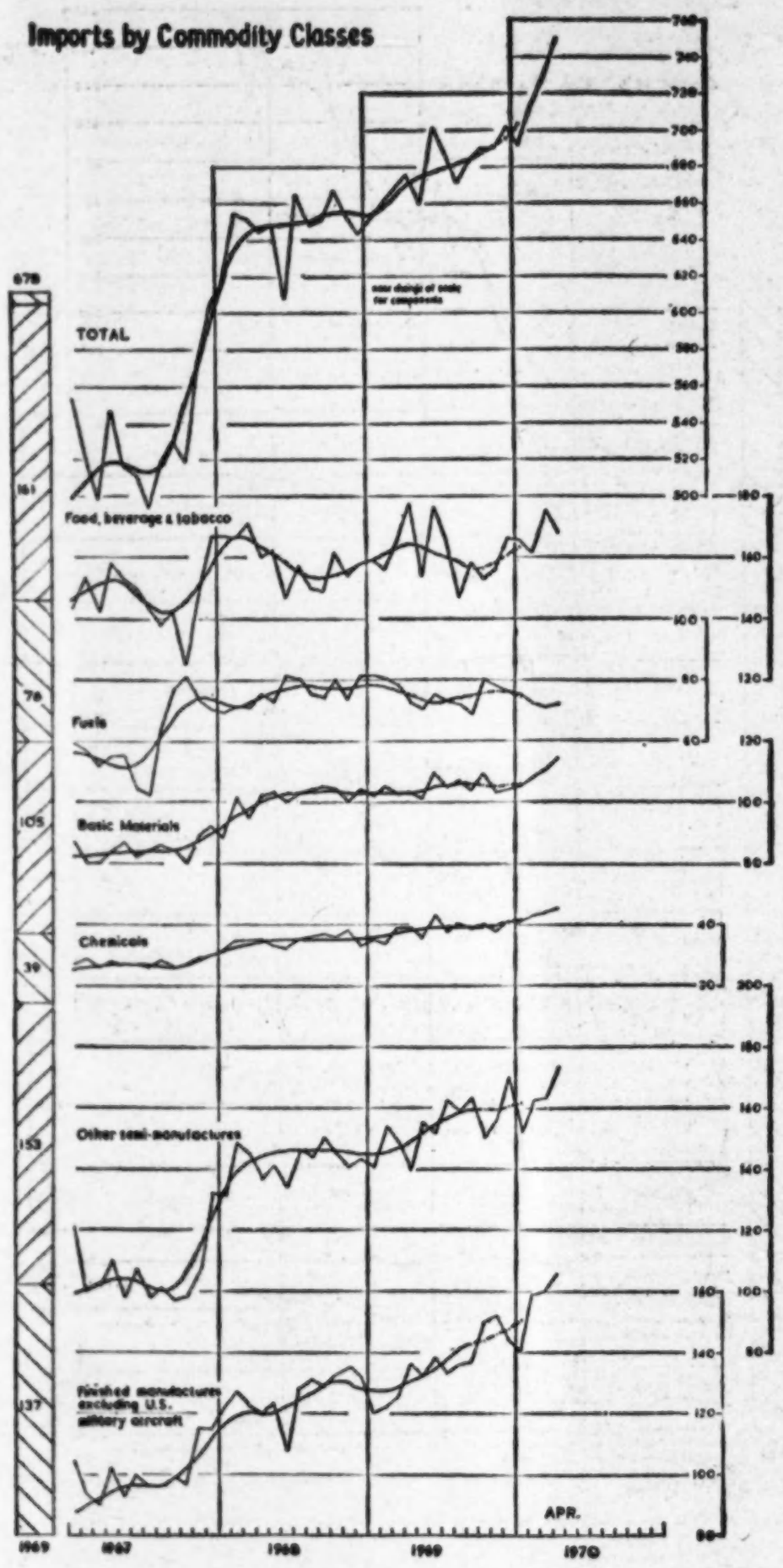
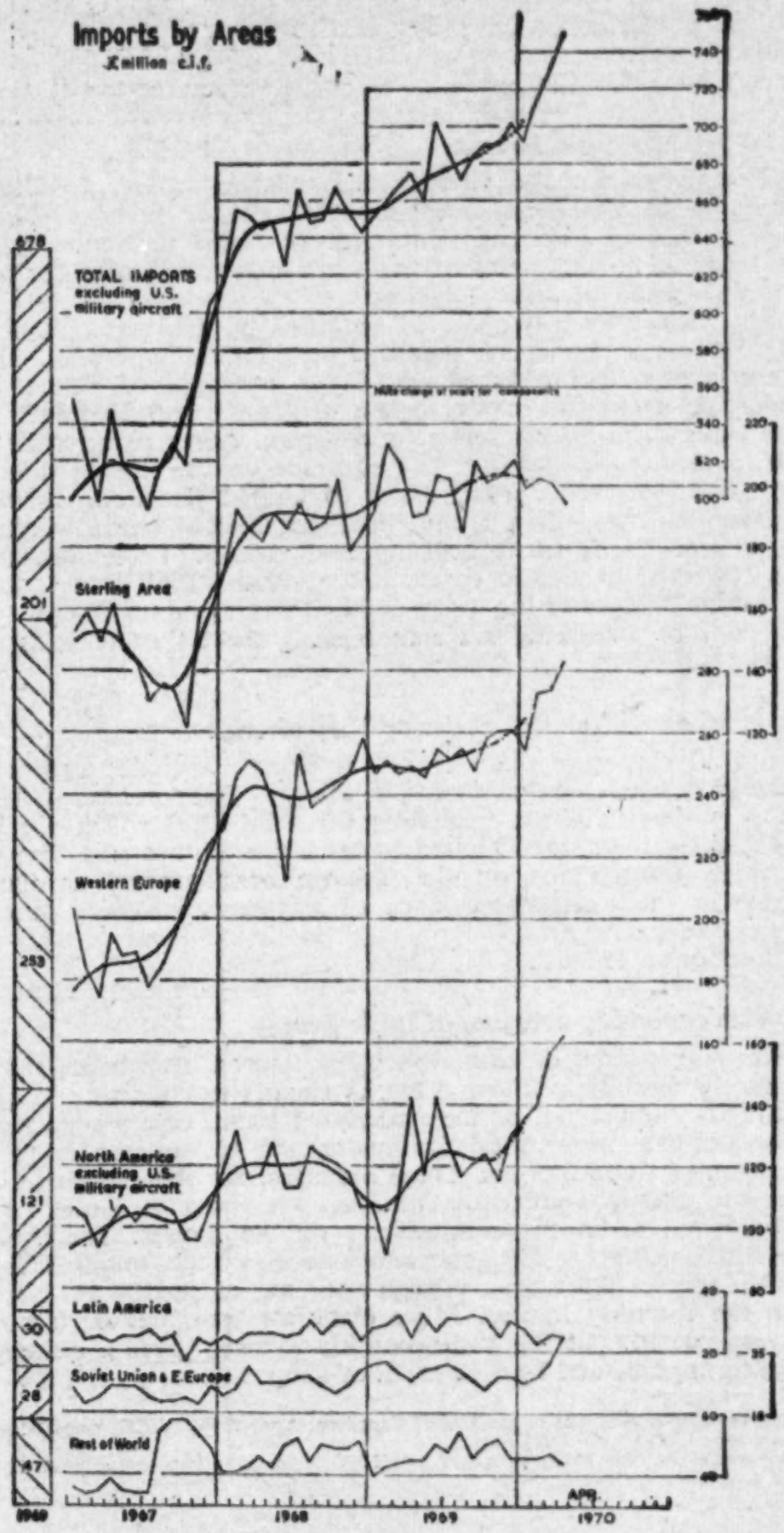


Table 4. Imports: Commodity classes

Seasonally adjusted values — £ million cif per month

	Total	Total, excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	694	678	161	76	296	105	39	153	153	137	7
1st quarter	677	660	161	80	287	103	36	147	142	125	8
2nd quarter	700	678	169	73	291	104	40	148	160	138	8
3rd quarter	696	680	157	72	304	106	39	160	153	138	7
4th quarter	701	693	158	78	303	105	40	158	156	149	7
1970 1st quarter	714	712	168	74	309	107	43	159	155	153	9
February	715	713	161	72	313	108	43	162	162	159	9
March	731	730	175	71	317	110	44	163	161	160	9
April p	752	750	168	72	332	114	45	173	167	165	10
1969 November-January 1970	698	694	162	76	303	104	40	159	149	145	7
1970 February-April p	733	731	168	72	321	111	44	166	164	161	10



Commodity pattern

There was a moderate rise in the last three months in imports of food and more marked increases in finished manufactures, especially of ships and aircraft, as well as in industrial materials, with exceptionally heavy arrivals of timber and non-ferrous metals in March and April.

Sources of imports

In the latest three months, apart from the delayed imports from Canada, the increase in imports has been entirely in arrivals from industrial countries in Western and Eastern Europe and the United States; the value of imports from the sterling area and other areas was moderately lower.

IMPORT DEPOSITS

It is announced by HM Customs that gross receipts of import deposits in April amounted to £96 million; repayments were £110 million.

OTHER FACTORS IN THE TRADE BALANCE

The net adjustment to the seasonally adjusted figures to derive the visible trade balance (explained in greater detail in Note 2 (a) amounted to a credit of £60 million in April, little changed from the net credit of £62 million in March.

VISIBLE TRADE BALANCE

There was a deficit on visible trade in April of £11 million, seasonally adjusted and excluding United States military aircraft. In the three months February-April there was a deficit of £4 million a month following a surplus of £21 million a month in the previous three months, which included two very large surpluses in November and January. The three monthly comparisons are markedly influenced by the sharp fluctuations in the monthly figures. Taking the first four months of the year, the visible trade balance was in surplus by £6 million a month.

VISIBLE TRADE BALANCE

Seasonally adjusted — £ million a month

	Month	Three-month average
1969		
August	+37	0
September	+13	+ 7
October	+ 3	+18
November	+20	+12
December	+ 5	+10
1970		
January	+38	+21
February	— 7	+12
March	+ 4	+12
April	- 11	- 4

CURRENT ACCOUNT

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at about £40 million a month, much the same as in the second half of 1969.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month

Table 5. Imports: Areas

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	694	678	201	253	136	121	30	28	47
1st quarter	677	660	204	249	122	104	30	30	42
2nd quarter	700	678	193	250	155	133	29	27	46
3rd quarter	696	680	201	251	138	122	31	28	49
4th quarter	701	693	204	260	131	124	29	25	49
1970 1st quarter	714	712	202	269	146	144	26	28	46
February	715	713	202	273	143	140	27	27	46
March	731	730	200	274	157	155	26	32	46
April p	752	750	194	283	164	162	25	40	44
1969 November-January 1970	698	694	204	259	131	127	28	26	48
1970 February-April p	733	731	199	277	155	153	24	33	45

(Continued on next page)

in the second half of 1969, and were negligible in the first four months of this year. The payments have been made largely out of corresponding loans from the Export-Import bank which are included as a credit in the capital account of the balance of payments.

Recording of exports

Following the identification of net under-recording of exports last year, HM Customs introduced in August a comprehensive checking of manifests, with queries being sent to traders about missing documents. In addition they instituted sample checks on values declared on export documents. The purpose of these checks was to improve recording and to provide a measure of any residual under-recording, though this could only be obtained after some delay because of the time required to obtain replies to queries.

Analysis of the information relating to the early period of checking confirms the estimate of the level of net under-recording of 2 per cent, based on sample investigation, which was contained in the statements of June 12 and September 10 last year. The results also show that the Customs checking operations have succeeded in securing a marked improvement in the lodgment of documents. In addition, the checks on the values declared on the export documents have improved the accuracy of valuation and appear to have removed the tendency to over-valuation. With the improvement in the lodgment of documents and in the declaration of values by exporters and their agents, confirmation is given to the judgment that since October net under-recording of exports has been negligible.

Measures to maintain the improved standard of recording are being continued.

The net figures of adjustments for special factors affecting the recording of exports up to October last year are summarized in the following table. The figures are the net outcome of separate allowances for (a) net under-recording as discussed above (that is, the under-recording of shipments partly offset by over-valuation), (b) the belated lodgment of documents previously allowed for in estimates of under-recording and (c) speeding up in documentation.

	£ million per month
1968	+11
1969	+ 4
1969 1st quarter	+12
2nd quarter	+12
3rd quarter	- 6
4th quarter	- 3
1969 July	+ 5
August	- 7
September	- 15
October	- 10
November onwards	—

NOTES

1. Detailed particulars of United Kingdom imports and exports will be published on May 28† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for June, due to be published on or about June 29.

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1969' (Table 5 and pp 66-68).

A run of recent figures summarizing the adjustments is given below:

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends.*
in 'Economic Trends'.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

†Overseas Trade Statistics of the United Kingdom, April 1970, HMSO, price 6s. (annua subscription £19 4s.).
‡Report on Overseas Trade, published by HMSO, price 6s. (annual subscription £3 16s.).

Calculation of visible trade balance

Seasonally adjusted values — £ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance§
	Overseas Trade Statistics basis§ (fob) (1)	Coverage adjustments (2)	Balance of Payments basis§ (fob) (3)	Overseas Trade Statistics basis (cif) (4)	Freight, insurance and other valuation adjustments (5)	Coverage adjustments (6)	Balance of Payments basis (fob) (7)	(8)
1968	547	-24	523	646	-66	-13	567	- 44
1969	615	-27	588	678	-68	-14	596	- 8
1st quarter	577	-26	551	660	-68	-10	582	- 31
2nd quarter	608	-30	578	678	-67	-15	596	- 18
3rd quarter	631	-25	605	680	-66	-16	598	+ 7
4th quarter	645	-27	618	693	-70	-15	608	+10
1970 1st quarter	656	-27	629	712	-74	-20	617	+12
1969 November	651	-33	618	689	-68	-23	598	+20
December	645	-22	624	702	-71	-11	619	+ 5
1970 January	663	-23	640	692	-74	-16	602	+38
February	634	-30	604	713	-73	-29	611	- 7
March	672	-27	645	730	-75	-14	641	+ 4
April	679	-29	650	750	-77	-12	661	- 11

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.
§These figures are after adjusting for special factors affecting the recording of exports.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March

THE IMPORT unit value index rose by a little under one half per cent in March while that for exports rose by slightly more; as a result the terms of trade index increased to 101 (1961=100). The terms of trade have been at about 100 since September last year following a decline from 103 during the middle two quarters of the year.

The import unit value index seems to have been rising less fast this year. It rose by about one per cent between the fourth quarter of 1969 and the first quarter of this year, compared with an increase of 2 per cent between the third and fourth quarters of last year. It was 6 per cent higher in the first quarter than in the corresponding period last year. The unit value indices for all the

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96 r	151	130	116	133	118 r	124	147 r	133 r	133	100
February	131	129	120	96	151	131 r	116	134 r	119	125	152 r	134 r	133	100 r
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101

† Export Unit Value Index as a percentage of the Import Unit Value Index
r revised

VALUE AND VOLUME INDEX, *continued*

main groups except fuels rose between the fourth and first quarters; the fuels index fell by 2 per cent, continuing its steady decline. The largest quarter to quarter rise was in the index for basic materials where prices of wood, pulp and metal ores all rose. The rise in the unit value index for manufactured goods between the quarters was mainly due to the substantial increases in the unit values of non-ferrous metals at the end of last year and in January. In February and March, however, with a sharp fall in nickel prices, unit values of non-ferrous metals dropped back a little.

The export unit value index in the first quarter was about 1½ per cent above its level in the fourth quarter and nearly 3 per cent higher than in the first quarter of last year. The main rise between the latest two quarters was in the index for metals which rose by nearly 5 per cent; non-ferrous metal prices rose particularly sharply but those of iron and steel and metal manufactures also increased substantially. Elsewhere the increases in the first quarter were generally small.

Trends in United Kingdom trade are discussed in the article on trade in April published in this issue of the *Board of Trade Journal*.

United Kingdom trade in terms of the United States dollar

Table 4 shows imports, exports and the visible trade balance, seasonally adjusted, both in terms of sterling and of the United States dollar. The two series show the same proportionate movements, except in the period spanning devaluation, when the dollar series reflect a fall, relative to the sterling series, of 14.3 per cent.

(*Continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	148	106	109	198	198	136	122	138	166	112	113	132	173
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215 r	205	152 r	144	153	190 r	131	128	147 r	183
February	144	96	99	190	204	148 r	138	148 r	181	124	125	142 r	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206

r revised

Notes:

The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	109	102	157	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	152	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	180	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	113	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	143	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	113	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	112	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	146	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	151	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	145	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199 r	199	198	160 r	152	159	199 r	138	137 r	150 r	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146r	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196

r revised

(*Table 4 on next page*)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

Price 9s. (*by post* 10s.). Annual Subscription £6 including postage.
and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

VALUE AND VOLUME INDEX, *continued*

Table 4. United Kingdom trade in sterling and in United States dollars, 1966-1969 (seasonally adjusted)

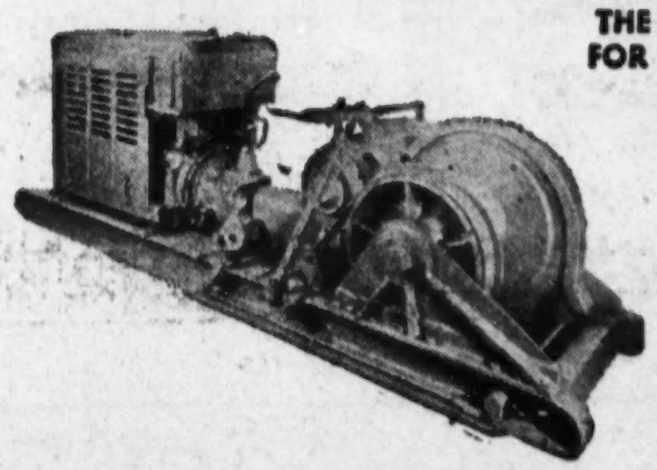
	Exports f.o.b.	Imports c.i.f.		Visible trade balance
		Total	Excluding US aircraft	
Sterling basis:				£ million
1966	5,255	5,949	5,947	- 92
1967	5,229	6,437	6,393	-534
1968	6,434	7,897	7,752	-665
1969	7,338	8,324	8,137	-139
1966 1st quarter	1,287	1,521	1,521	- 80
2nd quarter	1,238	1,486	1,486	- 96
3rd quarter	1,330	1,539	1,539	- 55
4th quarter	1,400	1,403	1,401	+139
1967 1st quarter	1,394	1,577	1,574	- 26
2nd quarter	1,329	1,590	1,574	-112
3rd quarter	1,313	1,557	1,546	- 75
4th quarter	1,193	1,713	1,699	-321
1968 1st quarter	1,563	1,942	1,922	-172
2nd quarter	1,519	1,925	1,900	-223
3rd quarter	1,652	1,998	1,961	-143
4th quarter	1,700	2,033	1,969	-127
1969 1st quarter	1,696	2,031	1,980	-128
2nd quarter	1,788	2,101	2,035	- 90
3rd quarter	1,911	2,088	2,041	+39
4th quarter	1,943	2,103	2,080	+39
1970 1st quarter p	1,968	2,141	2,135	+35

	Exports f.o.b.	Imports c.i.f.		Visible trade balance
		Total	Excluding US aircraft	
Dollar basis:				$ million
1966	14 714	16,657	16,652	- 256
1967	14,422	17,702	17,581	-1 429
1968	15,442	18,953	18,605	-1,595
1969	17,611	19,978	19,529	- 334
1966 1st quarter	3,604	4,259	4,259	- 223
2nd quarter	3,466	4,161	4,161	- 270
3rd quarter	3,724	4,309	4,309	- 153
4th quarter	3,920	3,928	3,923	+ 390
1967 1st quarter	3,903	4,416	4,407	- 74
2nd quarter	3,721	4,452	4,407	- 313
3rd quarter	3,676	4,360	4,329	- 209
4th quarter	3,126	4,471	4,434	- 827
1968 1st quarter	3,751	4,661	4,613	- 412
2nd quarter	3,646	4,620	4,560	- 534
3rd quarter	3,965	4,795	4,706	- 344
4th quarter	4,080	4,879	4,726	- 305
1969 1st quarter	4,070	4,874	4,752	- 307
2nd quarter	4,291	5,042	4,884	- 216
3rd quarter	4,586	5,011	4,898	+ 95
4th quarter	4,663	5,047	4,992	+ 94
1970 1st quarter p	4,723	5,138	5,124	+ 85

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS



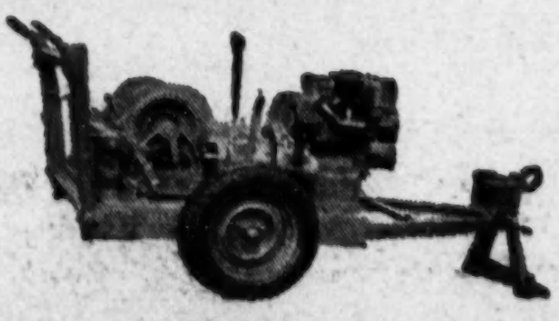
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

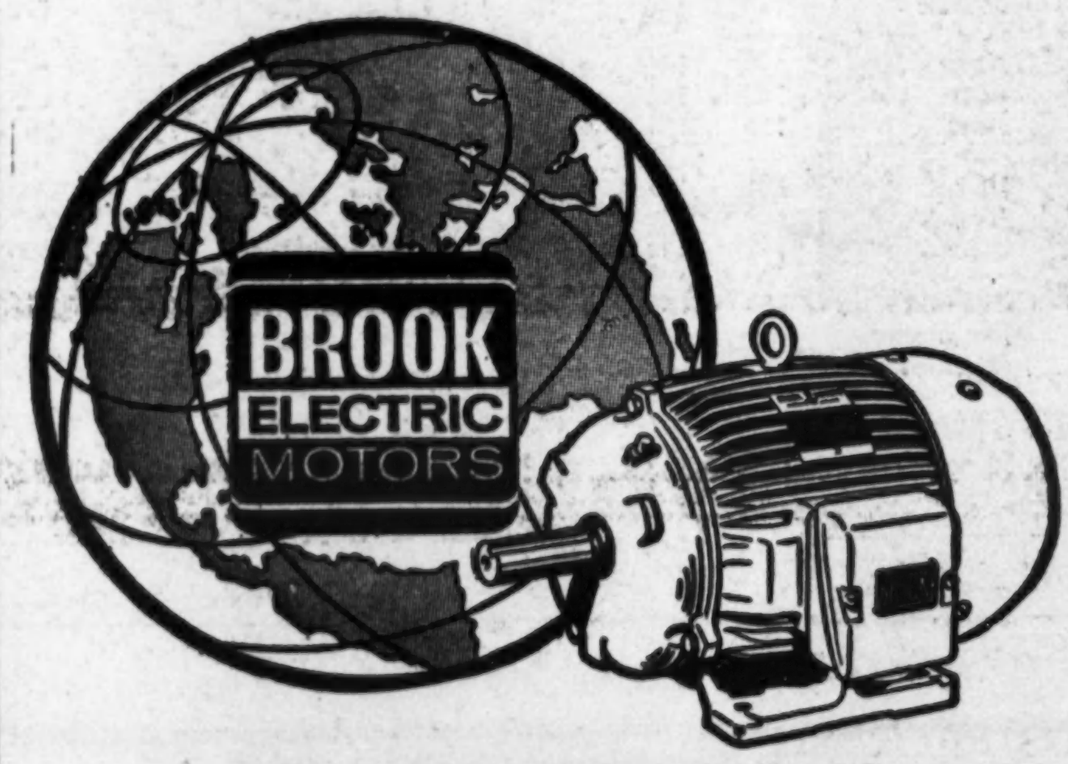
POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.

TEAM VALLEY ESTATE, CO. DURHAM

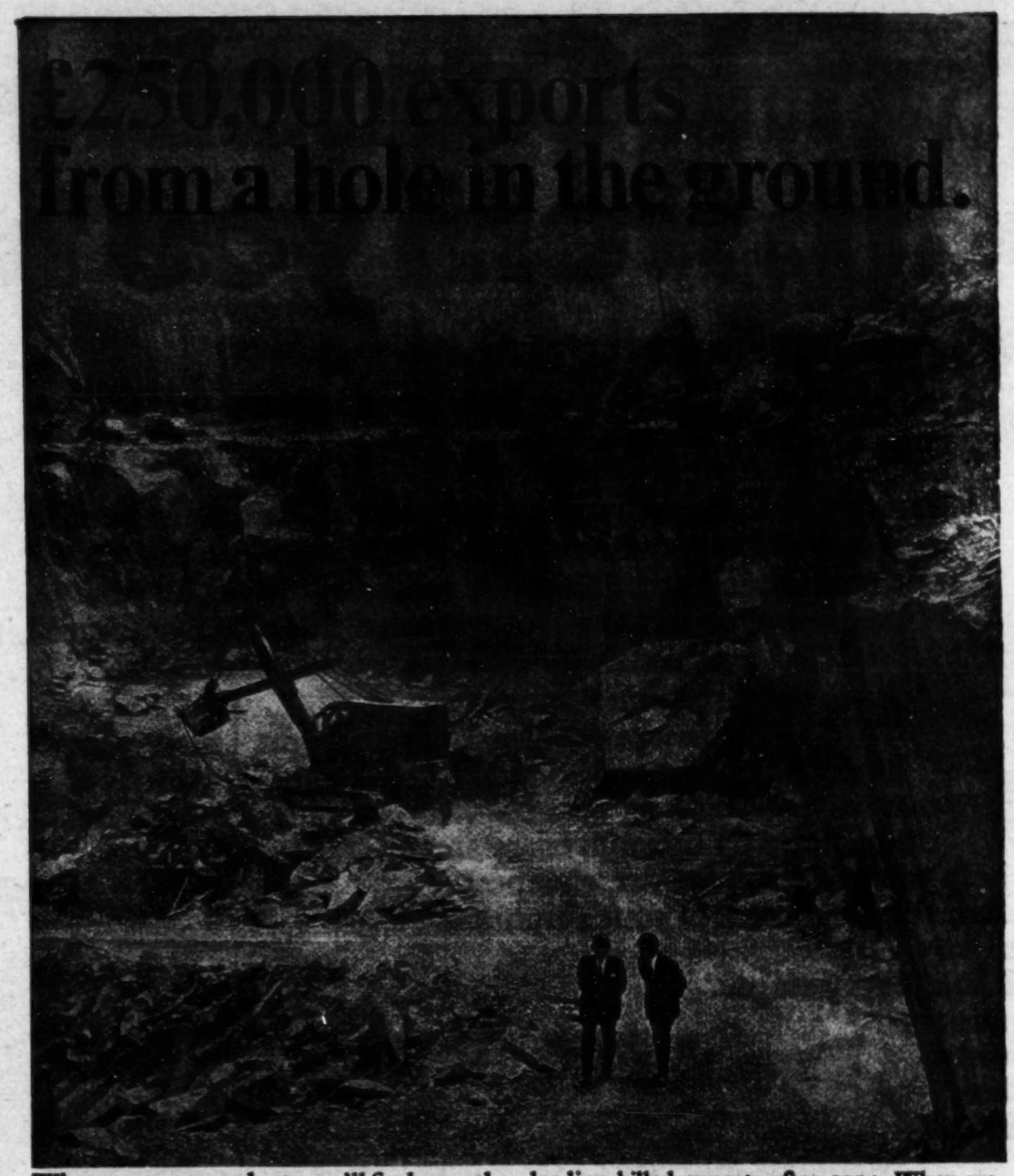


To METRIC Dimensions

Brook Sales and Service throughout the world. Sixty-six years experience in providing the right motor for every industry in every climate.

BROOK MOTORS LIMITED • HUDDERSFIELD

70/A



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

CITY OF LONDON: 01-488 3491
LONDON WEST END: 01-437 2288
NORTH LONDON: 01-405 8091
SOUTH LONDON: 01-407 5011
BEDFORD: 0234 58798/9
BELFAST: 0232 29428
BIRMINGHAM: 021-454 4378
BRADFORD: 0274 25147
BRISTOL: 0272 22102
CARDIFF: 0222 26657
CRAWLEY: 0293 23444
EDINBURGH: 031-225 3004
GLASGOW: 041-221 3056
LEEDS: 0532 30082
LIVERPOOL: 051-236 5756
MANCHESTER: 061-236 6861
NEWCASTLE-UPON-TYNE: 0632 8142148
NOTTINGHAM: 0602 46585
READING: 0734 580577
SHEFFIELD: 0742 29151
Head Office: ALDERMANBURY HOUSE, ALDERMANBURY, LONDON, EC2 TELEPHONE: 01-606 6699

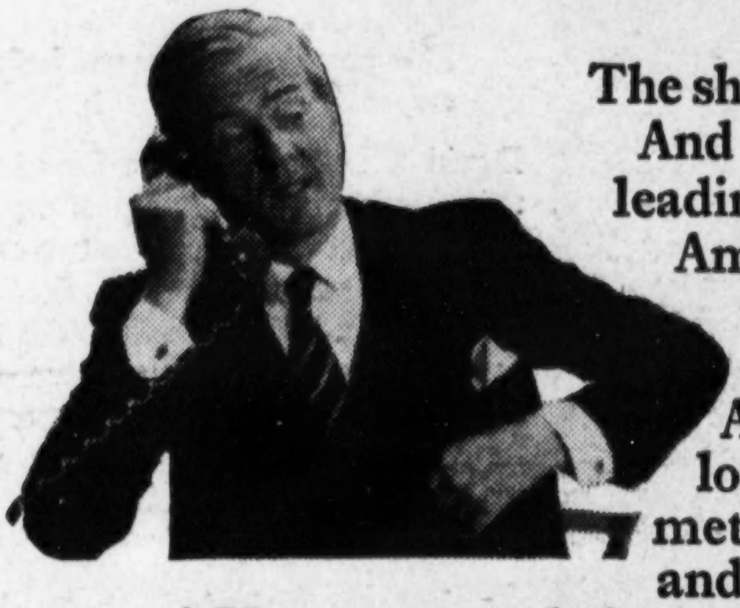
Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

Four Board of Trade Handbooks give over 250 pages of export information. They are: No. 1, *Services for British Exporters*; No. 2, *ECGD Credit Insurance and Financial Support Services* No. 3, *Organisation for Overseas Marketing*; No. 4, *Agency Legislation and Practice Abroad*. For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3) Board of Trade, 1 Victoria Street, London, SW1

Atlantic Container L
path from you to y
Customer.



The shortest distance between two points is a straight line.
And now the massive resources of a powerful group of six leading shipping companies has built a straight line to the American market. This line is called Atlantic Container Line.

ACL – a complete, flexible transatlantic door-to-door distribution system.

ACL takes charge of your shipment right from your loading bay through to final destination, with new methods and new equipment to speed your freight safely and efficiently through every stage.

ACL computers help you select the fastest, cheapest through routes, and keep track of your shipment every step of the way.

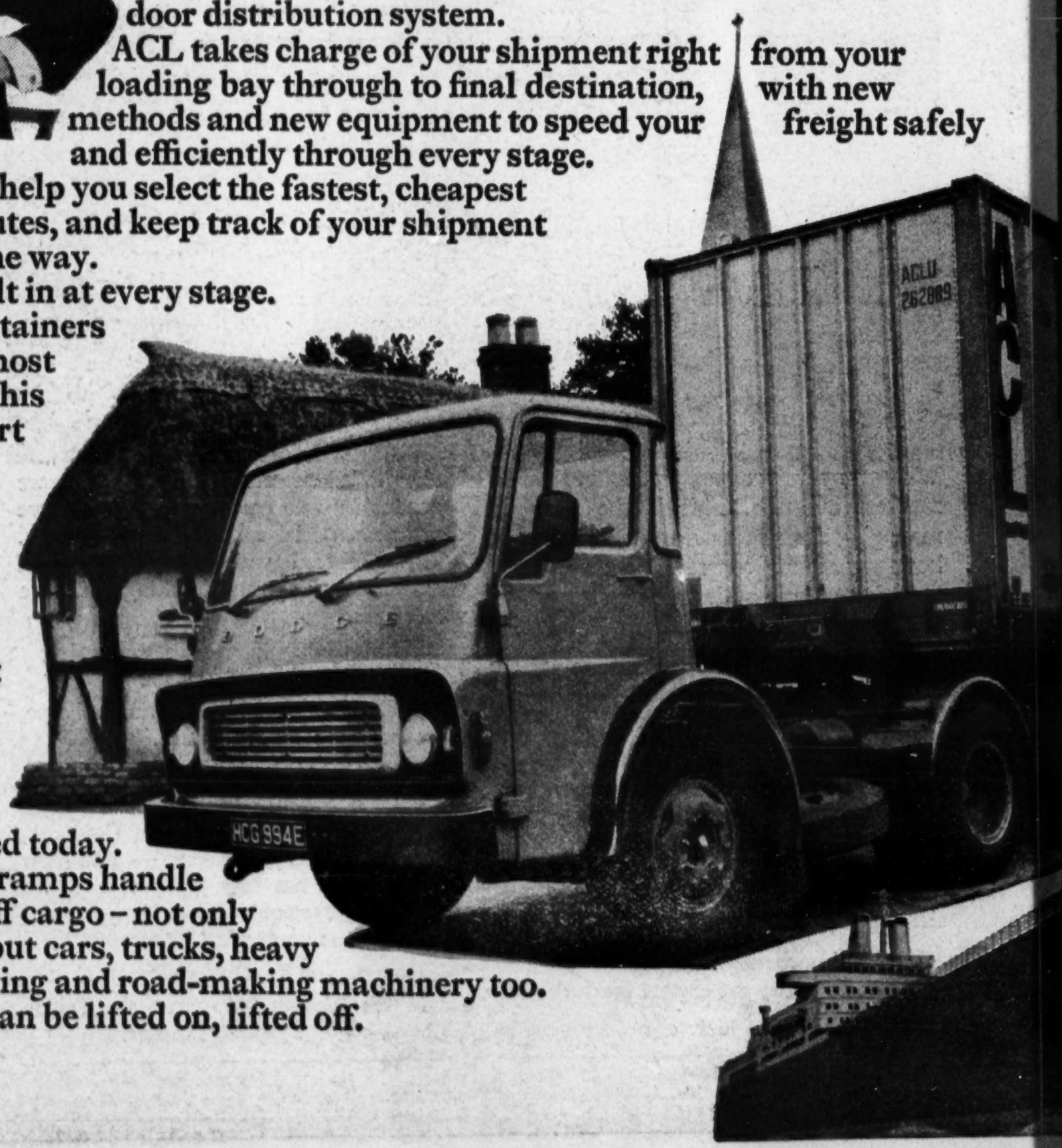
Flexibility is built in at every stage.

ACL's stock of containers is the largest and most comprehensive on this side of the Atlantic; port terminals and inland Containerports throughout U.K. industrial centres can accept containerloads or breakbulk cargo.

ACL's purpose-built fleet of 10 ships are the only vessels designed to cater for every method of shipping used today.

Giant stern ramps handle roll-on, roll-off cargo – not only trailer loads, but cars, trucks, heavy earth-moving and road-making machinery too.

Containers can be lifted on, lifted off.

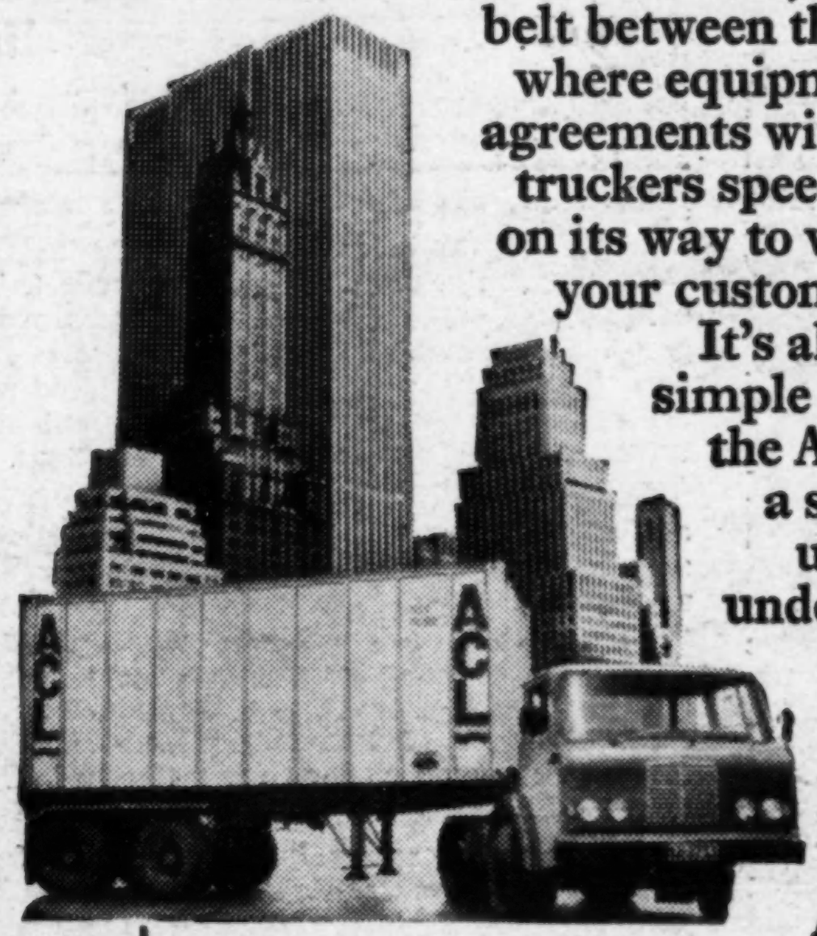


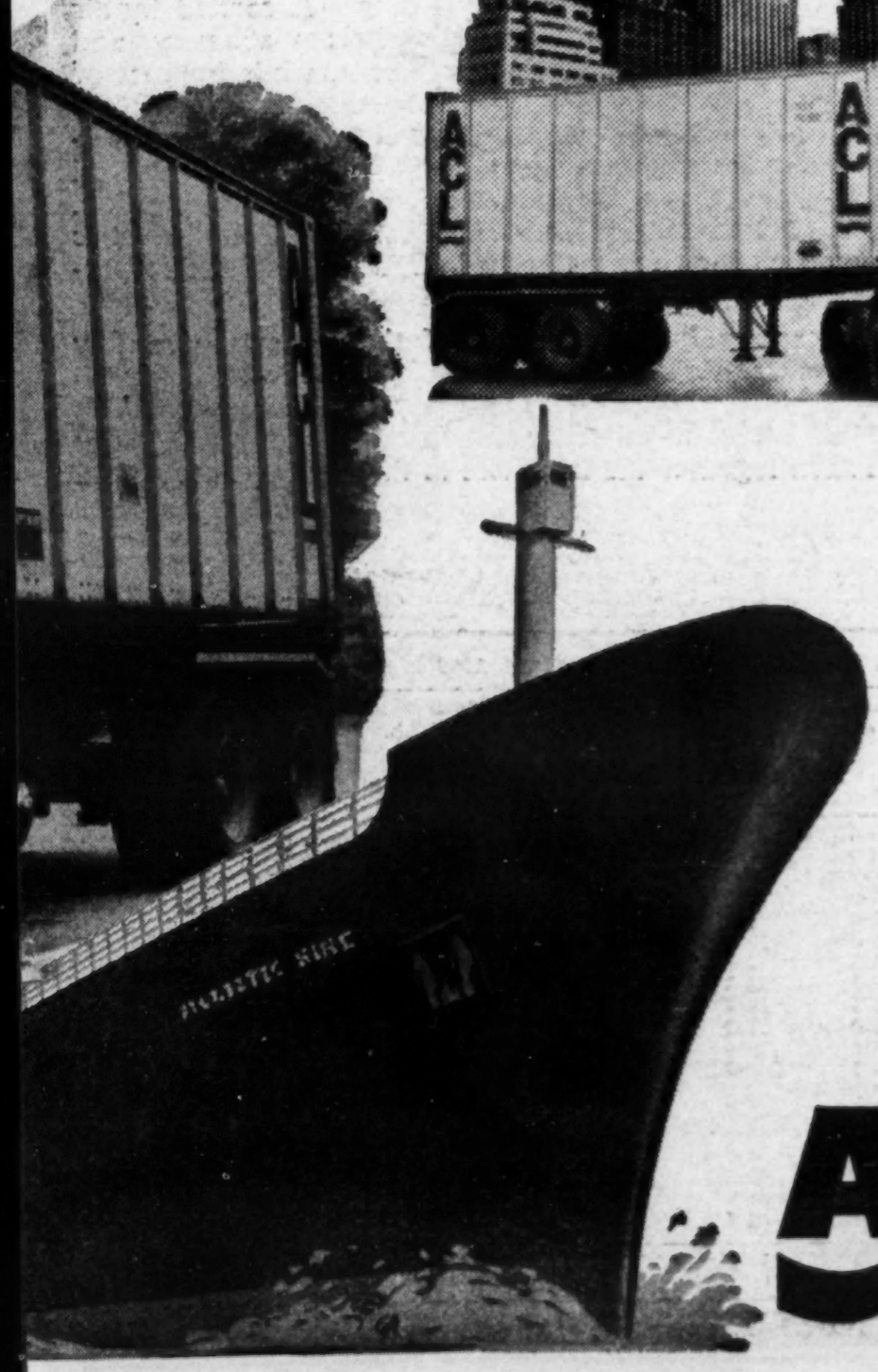
Line: critical freight your American

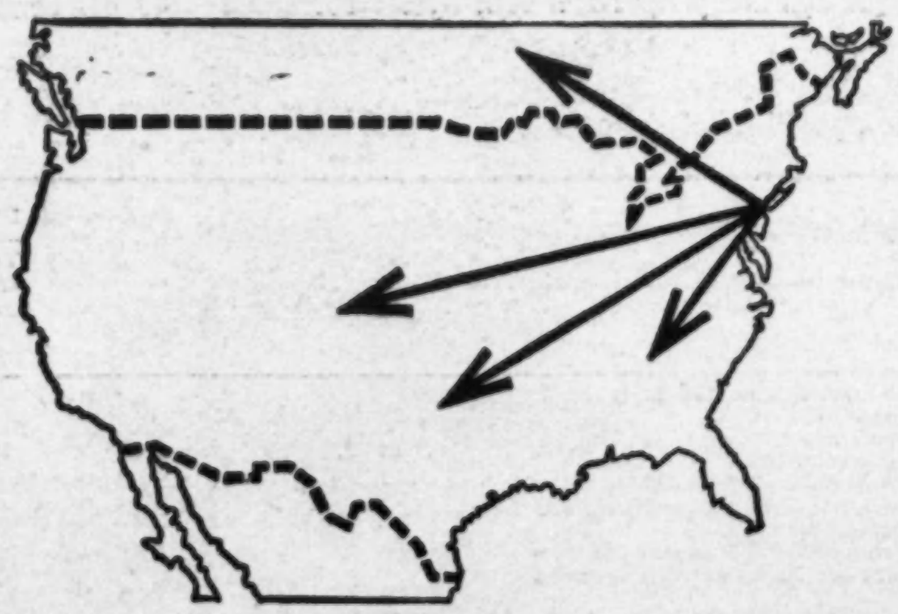
ACL's sea routes are flexible too, like a conveyor belt between the key Atlantic ports, where equipment interchange agreements with major rail roads and truckers speed your freight – on its way to where it should be... your customer's door.

It's all summed up in one simple piece of paper – the ACL Bill of Lading: a single document under which ACL undertakes to ship your cargo from your door to your customer's.

Ask your ACL agent for full particulars, and a transport cost analysis to see how much ACL can save you.







ACL

General Agents in United Kingdom and Republic of Ireland
CUNARD-BROCKLEBANK LIMITED,
Cunard Building, Liverpool L3 1DY Tel. 051-227 3000 Telex 62343/4
London EC3 01-283 3010 Telex 886681, Bradford 0274-27134,
Birmingham 021-236 6745, Bristol 0272-293341, Sheffield 0742-28925,
Southampton 0703-29933 Telex 47638, Dundee 0382-26658/9
Agents Bigland Hogg & Co. Ltd., Middlesbrough 0642-43637 Telex 58488
Anchor Line Ltd., Glasgow 041-221 9809 Telex 77594
Little Whiting & Tedford Ltd., Belfast 0232-24455/6
Irish Shipping Ltd., Dublin 772901 Telex 5126

United Kingdom trade by air in 1969

THE SUBSTANTIAL GROWTH in United Kingdom trade by air in recent years continued in 1969. Imports carried by air totalled £1,085 million in 1969, a 17 per cent rise in value over the previous year; the rate of growth was again much faster than that of total imports, which increased quite slowly in volume and only moderalely (by 5 per cent) in value. The proportion of imports carried by air increased from just below 12 per cent in 1968 to 13 per cent in 1969. Exports by air (now shown inclusive of re-exports) totalled £979 million last year, an increase over the previous year of 18 per cent compared with the growth in the value of total exports (also including re-exports) of 14 per cent. The share of total exports carried by air increased more slowly than that of imports, with a rise from just below 13 per cent in 1968 to something over 13 per cent last year.

As table 1(a) shows, although both exports and imports by air rose strongly last year, the relative increases by value were considerably less than those of 37 per cent and 45 per cent respectively between 1967 and 1968. The increases in 1968 however were inflated by the initial effects of the devaluation of sterling. which had a more immediate impact on imports, and by the diversion towards air carriage of goods delayed by the dock strikes, towards th e end of 1967, which particularly affected exports and led to sharply higher deliveries in the early months of 1968. Last year, the much faster growth in imports by air than in total imports appeared to be associated in some measure with the longshoremen's strikes in the United States early in 1969. There was probably some despatch of exports by air instead of by sea from that country; imports by air in the United Kingdom increased substantially from the United States, especially in the first half of 1969.

The commodity analyses at tables 2 and 3 illustrate the relative importance of the different categories of trade by air. In general, trade by air tends to consist mainly of high valued goods in relation to their size and weight. The biggest single group continues to be machinery, which accounted for over a third by value of all exports and imports by air last year. Other important groups in both exports and imports are transport equipment, instruments, clothing, non-ferrous metals, including silver bullion, medicine products, chemicals, furs, precious stones (shown with non-metallic mineral manufactures) and paintings and other works of art, which are included in the miscellaneous manufactured articles group.

For some classes of merchandise, carriage by air accounts for a significant part of the total imports or exports of the commodity group. Among exports, 50 per cent of clothing; close to 40 per cent of leather and of hides and skins, including furskins; and about a third of medicinal and pharmaceutical products and of the scientific instruments, etc. groups were despatched by air last year. Within certain groups the proportion sent by air for some commodities not shown separately are even higher, for example furskins and works of art.

The growth in exports by air was reflected in all broad categories of goods. Commodities which increased markedly included the group non-metallic mineral manufactures (by 40 per cent), electrical machinery (36 per cent), medical and pharmaceutical products (27 per cent), clothing (28 per cent) and miscellaneous manufactures, including works of art (25 per cent).

Among imports, the highest proportions of goods carried by air on a selected commodity basis were electric machinery and scientific instruments, both well over 50 per cent, while imports of non-metallic mineral manufactures (including precious stones); the medicinal and pharmaceutical products group, and the miscellaneous manufactures category (including works of art) were all approaching 50 per cent of total imports of the groups in question. Imports by air of hides, skins and furskins and of non-electric machinery accounted for over a third of all imports of the respective categories.

There was exceptionally fast growth of the imports of a few commodities; non-electric and electric machinery increased by 23 per cent, non-metallic mineral manufactures (including precious stones) by 26 per cent and miscellaneous manufactured articles by 43 per cent. Taken together the increases in these groups accounted

Table 1. Value of trade compared with total trade

Year	Exports			Imports		
	Total £m. f.o.b.	By air	*Per cent*	Total £m. c.i.f.	By air	*Per cent*
1964	4,565·0	339·0	*7·4*	5,696·1	376·3	*6·6*
1965	4,900·8	425·2	*8·7*	5,751·1	438·3	*7·6*
1966	5,255·4	550·7	*10·5*	5,949·4	545·6	*9·2*
1967	5,229·6	606·2	*11·6*	6,436·7	641·5	*10·0*
1968	6,433·9	831·5	*12·9*	7,897·5	929·4	*11·8*
1969	7,337·6	978·7	*13·3*	8,323·6	1,084·5	*13·0*

Table 1(a) Increase in value of United Kingdom trade (per cent change on a year earlier)

Year	Exports		Imports	
	Total	By air	Total	By air
1965	7	25	1	16
1966	7	30	3	24
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	17

Table 2. Commodity composition of exports

Selected Divisions		1968			1969		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	*Per cent of Total Exports*		£m. f.o.b.	*Per cent of Total Exports*
†00	Live animals (excluding zoo animals, cats and dogs)	20·0	5·5	*27*	28·9	6·7	*23*
21	Hides, skins and furskins, undressed	44·9	23·0	*51*	44·3	17·7	*40*
51	Chemical elements and compounds	154·9	10·5	*7*	169·9	13·8	*8*
54	Medicinal and pharmaceutical products	97·0	32·7	*34*	119·0	41·5	*35*
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	53·6	1·9	*4*	62·4	2·8	*4*
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	46·0	18·4	*40*	51·1	19·7	*39*
62	Rubber manufactures, not elsewhere specified	61·6	2·1	*3*	73·0	2·7	*4*
65	Textile yarn, fabrics, made-up articles and related products	309·3	26·3	*9*	360·6	35·7	*10*
66	Non-metallic mineral manufactures, not elsewhere specified	376·1	38·7	*10*	454·7	54·2	*12*
68	Non-ferrous metals	292·0	55·2	*19*	341·3	68·0	*20*
69	Manufactures of metal, not elsewhere specified	185·1	9·9	*5*	216·3	12·6	*6*
71	Machinery other than electric	1,309·7	240·7	*18*	1,461·9	247·1	*17*
72	Electrical machinery, apparatus and appliances	423·3	83·0	*20*	484·0	112·6	*23*
Ex 73	Transport equipment	859·6	63·1	*7*	982·7	69·7	*7*
84	Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	84·5	41·9	*50*	108·5	53·8	*50*
85	Footwear, gaiters and the like	26·2	4·4	*17*	33·8	6·0	*18*
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	155·0	49·6	*32*	188·3	61·4	*33*
89	Miscellaneous manufactured articles, not elsewhere specified	237·6	61·9	*26*	283·3	77·5	*27*
	All other goods	1,742·4	62·7	*4*	1,917·9	75·2	*4*
	TOTAL	6,433·9	831·5	*13*	7,337·6	978·7	*13*

†Figures shown under this heading, include horses exported temporarily for racing, breeding or other purposes

Table 3. Commodity composition of imports

Selected Divisions	1968 Total £m. c.i.f.	1968 By air £m. c.i.f.	1968 By air *Per cent of Total Imports*	1969 Total £m. c.i.f.	1969 By air £m. c.i.f.	1969 By air *Per cent of Total Imports*
†00 Live animals, excluding zoo animals, dogs and cats	56·5	4·5	*8*	53·9	3·5	*6*
21 Hides, skins and fur skins, undressed	62·5	22·3	*36*	78·1	28·7	*37*
28 Metaliferous ores and metal scrap	266·4	40·0	*15*	291·2	42·3	*15*
51 Chemical elements and compounds	169·7	24·7	*15*	202·3	29·0	*14*
54 Medicinal and pharmaceutical products	19·5	7·7	*40*	25·5	11·9	*47*
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	20·8	4·1	*20*	22·0	5·1	*23*
61 Leather, leather manufactures, not elsewhere specified, and dressed fur skins	33·6	4·7	*14*	37·4	5·5	*15*
65 Textile yarn, fabrics, made-up articles and related products	231·2	29·9	*13*	238·7	31·4	*13*
66 Non-metallic mineral manufactures, not elsewhere specified	337·7	150·7	*45*	386·9	189·6	*49*
68 Non-ferrous metals	567·2	59·2	*10*	608·9	34·4	*6*
69 Manufactures of metal, not elsewhere specified	70·7	12·2	*17*	75·8	15·0	*20*
71 Machinery, other than electric	632·6	206·6	*33*	681·1	255·3	*37*
72 Electrical machinery, apparatus and appliances	236·9	126·6	*53*	266·3	155·8	*59*
Ex 73 Transport equipment	190·8	38·3	*20*	205·6	39·9	*19*
84 Clothing, knitting or crocheted articles including elastic, or rubberized fabrics and articles of fur	110·1	28·4	*26*	124·5	29·3	*24*
85 Footwear, gaiters and the like	32·8	3·4	*10*	35·5	3·3	*9*
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	110·1	60·3	*55*	115·3	63·6	*55*
89 Miscellaneous manufactured articles not elsewhere specified	183·6	69·3	*38*	212·9	98·8	*46*
All other goods	4,564·8	36·4	*1*	4,661·9	42·5	*1*
TOTAL	7,897·5	929·4	*12*	8,323·6	1,084·5	*13*

†Figures shown under this heading, include horses imported temporarily for racing, breeding or other purposes

Table 4. Imports from, and United Kingdom exports to, selected countries

Selected Countries	Exports 1968 Total £m. f.o.b.	Exports 1968 By air £m. f.o.b.	Exports 1968 *Per cent of Total Exports*	Exports 1969 Total £m' f.o.b.	Exports 1969 By air £m. f.o.b.	Exports 1969 *Per cent of Total Exports*	Imports 1968 Total £m. c.i.f.	Imports 1968 By air £m. c.i.f.	Imports 1968 *Per cent of Total Imports*	Imports 1969 Total £m. c.i.f.	Imports 1969 By air £m. c.i.f.	Imports 1969 *Per cent of Total Imports*
Western Germany	364·1	73·9	*20·3*	415·6	84·9	*20·4*	436·4	65·1	*14·9*	466·8	78·0	*16·7*
Netherlands	256·1	29·1	*11·4*	295·7	37·2	*12·6*	393·1	30·7	*7·8*	409·2	36·6	*8·9*
Belgium	241·2	16·8	*7·0*	288·7	26·1	*9·0*	168·7	16·0	*9·5*	182·6	17·4	*9·5*
France	253·9	79·6	*31·4*	313·0	93·5	*29·9*	312·0	80·7	*25·9*	324·5	87·2	*26·9*
Italy	178·5	32·5	*18·2*	210·4	37·8	*18·0*	235·9	26·7	*11·3*	223·0	27·3	*12·2*
Sweden	263·7	19·8	*7·5*	301·9	23·2	*7·7*	314·5	12·5	*4·0*	332·9	15·1	*4·5*
Denmark	164·0	9·4	*5·7*	196·2	11·2	*5·7*	239·2	9·5	*4·0*	245·2	9·1	*3·7*
Switzerland/Leichtenstein	137·2	29·2	*21·3*	184·6	38·8	*21·0*	150·9	56·6	*37·5*	174·6	62·8	*36·0*
Portugal	59·9	4·4	*7·3*	76·4	5·9	*7·7*	73·8	21·0	*28·5*	75·9	24·2	*31·9*
Austria	53·3	7·6	*14·3*	71·7	8·9	*12·4*	58·5	7·1	*12·1*	64·2	6·9	*10·7*
Spain	99·0	9·1	*9·2*	119·0	11·8	*9·9*	98·6	3·2	*3·2*	98·8	3·6	*3·6*
Irish Republic	278·9	47·3	*17·0*	337·5	52·0	*15·4*	270·6	35·0	*12·9*	296·3	32·2	*10·9*
United States of America	907·5	231·4	*25·5*	903·4	230·4	*25·5*	1,056·2	278·2	*26·3*	1,124·3	340·9	*30·3*
Canada	268·0	44·5	*16·6*	310·9	56·6	*18·2*	513·9	30·0	*5·8*	506·4	32·1	*6·3*
India	73·2	5·9	*8·1*	67·0	7·5	*11·2*	135·0	3·6	*2·7*	107·1	6·5	*6·1*
Australia	320·6	14·2	*4·4*	323·0	16·9	*5·2*	211·0	*4·3*	*2·0*	237·5	5·3	*2·2*
Republic of South Africa	266·3	10·6	*4·0*	292·8	13·9	*4·7*	271·9	25·2	*9·3*	302·4	35·9	*11·9*
Japan	98·6	23·5	*23·8*	128·9	31·8	*24·7*	115·2	8·7	*7·6*	104·6	11·9	*11·4*
Total	4,283·9	688·9	*16·1*	4,836·7	788·3	*16·3*	5,055·4	713·9	*14·1*	5,276·3	833·0	*15·8*
All other countries	2,150·0	142·6	*6·6*	2,500·9	190·4	*7·6*	2,842·1	215·5	*7·6*	3,047·3	251·5	*8·3*
GRAND TOTAL	6,433·9	831·5	*12·9*	7,337·6	978·7	*13·3*	7,897·5	929·4	*11·8*	8,323·6	1,084·5	*13·0*

Table 5. Exports to, and imports from, various areas by air

	Exports 1968 £m. f.o.b.	Exports 1969 £m. f.o.b.	Exports *Per cent of Total*	Imports 1968 £m. c.i.f.	Imports 1969 £m. c.i.f.	Imports *Per cent of Total*
Sterling Area	137·0	172·3	*17·6*	188·4	194·1	*17·9*
North America	276·3	287·6	*29·4*	308·3	373·4	*34·4*
Latin America	18·6	18·8	*1·9*	6·1	7·7	*0·7*
Western Europe	329·5	403·1	*41·2*	336·6	377·5	*34·8*
Non Sterling, Middle East	22·0	30·1	*3·1*	12·6	10·6	*1·0*
Soviet Union and Eastern Europe	11·9	13·4	*1·4*	46·7	79·6	*7·3*
Rest of the World	36·0	53·6	*5·4*	30·8	41·5	*3·9*
Total	831·5	978·7	*100·0*	929·4	1,084·5	*100·0*

for nearly 90 per cent of the total growth of imports by air last year. The increases in imports by air of the four groups non-electric and electric machinery, miscellaneous manufactured articles, and non-metallic mineral manufactures accounted for the greater part of the increases in total imports of these categories last year.

The area patterns of trade are shown in Tables 4 and 5. In 1969 Western Europe accounted for 35 per cent of imports and 41 per cent of exports, carried by air, while North America accounted for 34 per cent of imports and 29 per cent of exports.

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext*, 2653/6) *and not to HMSO,*

LEBANON

Population 2,550,000. Capital: Beirut. Currency: 100 piastres = Lebanon £. Exchange rate 7.60.

AL IKTISSAD AL ZIRA'I

Monthly agriculture and economic magazine published in Arabic by the Lebanese Ministry of Agriculture, and distributed free to all those concerned with agriculture. Circulation 5,000 copies. Offset printing. Page size 15 cm. x 23 cm. high.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

UNITED KINGDOM TRADE BY AIR, *continued*

Trade by air with the sterling area amounted to 18 per cent of the total for both exports and imports. The United States, France and the Federal Republic of Germany again accounted for the largest separate totals of air-borne trade (both exports and imports) with the United Kingdom.

Increases in exports by air to individual countries in 1969 were particularly marked in the European Economic Community, especially deliveries to France and Germany, and there was a fairly substantial increase to Belgium. Other countries to which exports by air increased noticeably were Canada, Japan and Switzerland. Imports by air from the United States increased sharply and accounted for some 40 per cent of the total increase in exports by air last year. This was in some measure associated with the effect of the dock strikes in eastern ports of the United States early in the year, which apparently led to the diversion of some exports from sea to air shipment. Imports by air also increased noticeably from Germany, Switzerland and South Africa.

Statistical Note

From January 1, 1965, figures for pearls and precious stones have been included in the Trade Accounts; the figures for 1964 have been adjusted in these Tables for comparison. Complete newly built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made in the figures for under-recording of exports (see *Board of Trade Journal* September 10, page 665).

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports of parcel post are included both in total exports and in exports by air.

Retailers' stocks in March

THE VALUE of stocks held by retailers at the end of March was 4 per cent higher than in the corresponding month of 1969; in volume terms there was a decrease of 1 per cent over the same period, changes which were consistent with the movement in the first two months of the year.

Estimate of levels and percentage increases in retailers stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier)*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	169
1970	161	164	174									
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	*7*
1970	*7*	*5*	*4*									
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	133
1970	126 r	128	135									
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	*3*
1970	*2*	*1*	*- 1*									

r = Revised figure

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in March showed an increase of 6 per cent on a year earlier, compared with a decrease of 4 per cent in January and an increase of 3 per cent in February.

The value of stocks at the end of March was 5 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	- 3	..	..
1967	104	- 5	..	..
1968	108	4	..	..
1969	103	- 5	..	..
1968 2nd quarter	93	3	129	- 6
3rd quarter	105	1	146	- 2
4th quarter	132	3	126	8
1969 1st quarter	88	-13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	- 4	157	8
4th quarter	124	- 6	147	17
1970 1st quarter	90	2	161	5
1969 March	113	-19	153	13
April	108	12	143	9
May	96	- 1	149	8
June	90	6	138	7
July	76	- 8	149	12
August	93	- 3	153	7
September	131	- 3	157	8
October	141	- 4	139	3
November	118	-14	154	15
December	114	1	147	17
1970 January	60	- 4	140	8
February	92	3	154	8
March	119	6	161	5

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	March 1970	January-March 1970	March 1970
Women's knitted outerwear blouses and skirts	11	7	- 2
Women's coats, costumes furs and raincoats	-10	- 4	-11
Women's underwear	- 9	- 8	- 6
Women's hose and children's socks	-22	-13	- 7
Women's millinery	2	-12	-22
Haberdashery, ribbons and wool	-21	-22	-18
Children's wear	- 2	- 5	10
Men's and boys' shirts pyjamas and outfitting	21	10	- 2
Gloves	- 4	5	2
Piece-goods and nets	-13	-12	-31
Household textiles	-17	-16	-27
Floor coverings, furniture and hardware	23	10	4
Total†	6	2	5

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Turnover of the motor trades in March

THE TOTAL turnover of the motor trades in March 1970 was 12 per cent more, at current prices, than in March 1969; and in the first quarter as a whole, the increase on a year earlier was 11 per cent. These comparisons reflect the low level of business in the months which followed the November 1968 measures.

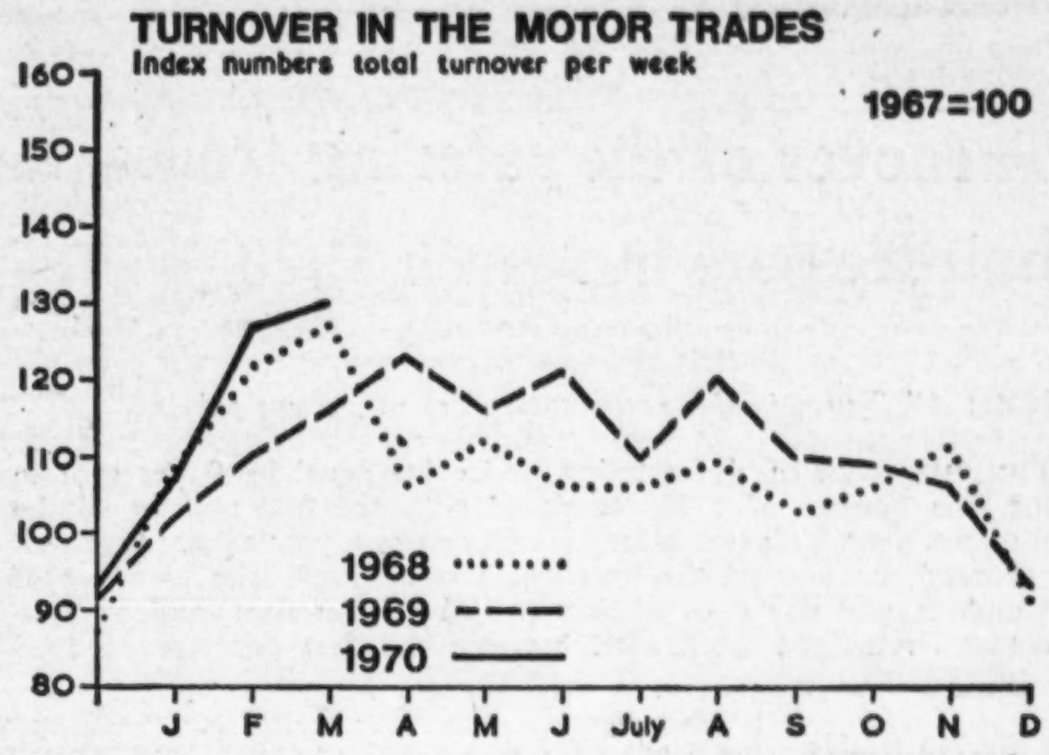
Sales of new and second hand motor vehicles, in the first quarter, were 12 per cent and 10 per cent more, by value, than in the same period in 1969; the corresponding comparisons for the fourth quarter of 1969 were a decrease of 12 per cent for new motor vehicles and an increase of 2 per cent for used motor vehicles. It should be remembered that the indices are indicators of trade at current prices so their movements are influenced by price changes.

The value of sales of petrol, oil and accessories, together with receipts from servicing and repairs, were 10 per cent higher in the first three months of this year, than in the same period last year, an increase very similar to recent experience. It is estimated that about half of this growth was accounted for by price increases.

Rebasing of motor trade series

The series have been provisionally rebased using the broad results of an inquiry into the motor trades for 1967 and the detailed results of this inquiry will be incorporated in a final rebasing. This inquiry, which was taken by the Business Statistics Office under the Statistics of Trade Act 1947, was designed to provide, *inter alia*, new benchmark figures for the monthly inquiry into the turnover of the motor trades. The previous reference base 1962=100 has been replaced by 1967=100. The Inquiry has provided new weights for the three component series, and this has resulted in small changes to the month to month movements in the indices for total turnover. The results of the two benchmark inquiries taken in 1962 and 1967, together with other information, will be used to revise the monthly series between 1962 and 1967.

A full report of the 1967 motor trades inquiry was published in the *Board of Trade Journal* on May 6, 1970.



Index numbers of turnover per week and percentage increase on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
(£4,198 million)	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110	120	110	109	106	93
	1970	122(‡)	122				107	127	130									
	1969	*2*	*- 8*	*11*	*7*	*1*	*- 6*	*- 9*	*- 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*- 4*	*3*
	1970	*11(§)*	*11*				*5*	*15*	*12*									
Analysis of turnover:	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
Sales of new motor vehicles	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
(£1,475 million)	1969	105	110	119	104	87	97	115	120	131	114	113	93	119	100	95	90	75
	1970	125(‡)	125				100	132	139									
	1969	*- 4*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*39*	Nil	*14*	*3*	*16*	*3*	*- 7*	*-24*	*- 2*
	1970	*12(‡)*	*12*				*3*	*15*	*16*									
Sales of second-hand motor vehicles	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
(£766 million)	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95	108	95	95	96	71
	1970	112(‡)	112				92	119	121									
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	Nil	*2*	*5*
	1970	*10(§)*	*10*				*4*	*15*	*11*									
All other sales and receipts	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
(£1,958 million)	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131	126	123	125	122	116
	1970	123(‡)	123				118	126	126									
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*10(§)*	*10*				*7*	*15*	*9*									

(‡) The periods consist of four weeks except those marked * which are five weeks
(†) Index numbers for period January to March 1970
(§) Percentage change for period January to March 1970 compared with the corresponding period of 1969

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually You may well find information your firm needs among the Patent Office publications.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in March 1970

Note: *All figures in this commentary are at current prices.*

THE TURNOVER of the catering trades increased by 9 per cent in the first quarter of 1970 compared with the first quarter of the previous year. This was a larger increase on a year earlier than that recorded for any of the four quarters of 1969. The turnover of laundries and dry cleaners increased by 1 per cent, and of hairdressers remained unchanged between the first quarters of 1969 and 1970.

Catering trades

The catering trades continued the upward trend of recent quarters. Turnover in the first quarters of 1970 was nearly 4 per cent higher than in the fourth quarter of 1969.

When comparing the unadjusted indices for March and for the first quarter of 1970 with the corresponding periods of 1969 it must be noted that the March period this year included the Easter holiday whereas Easter fell in April last year. Even bearing this in mind, the turnover of public houses in March was still high for the time of year – 15 per cent above that of March 1969. In the first quarter turnover was 10 per cent more than in the same quarter last year, larger than the average increase in 1969 on a year earlier. Despite the rather cold weather, the Easter holiday probably also contributed to the 17 per cent increase in the turnover of licensed hotels in March compared with the same period of the previous year and to the 14 per cent increase in the first quarter of 1970 compared with the first quarter of 1969. This latter increase was considerably larger than the average increase recorded in 1969. Restaurants, etc., and fish and chip shops also increased their turnover in the first quarter by 7 per cent compared with a year earlier. This was a larger increase than in recent quarters. Canteens had a 3 per cent decrease in turnover in March compared with the same period last year and a decrease of 2 per cent in the first quarter, continuing the recent downward trend.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in March was 3 per cent less than in the same period a year earlier, but may have been partly influenced by the Easter holidays. In the first quarter of 1970 as a whole there was a small increase of 1 per cent. The decrease in March was due to a 5 per cent decrease in laundries' turnover, which was only partly offset by the 1 per cent increase in dry cleaners' turnover. In the first quarter dry cleaners' turnover was 2 per cent above the corresponding 1969 level, the first increase in any quarter since 1967.

Hairdressers

The turnover of hairdressers in March was 2 per cent less than a year earlier. Although men's hairdressers increased their turnover slightly, that of women's hairdressers decreased by 3 per cent compared with March 1969.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier* †

1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116				111	115	122									
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*9§*	*9*				*3*	*10*	*12*									
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103				95	99	113									
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*14§*	*14*				*10*	*15*	*17*									
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111				107	112	113									
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*7§*	*7*				*4*	*8*	*8*									
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123				118	120	129									
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*10§*	*10*				*2*	*12*	*15*									
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118				116	118	*119*									
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*- 2§*	*- 2*				*- 2*	*—*	*- 3*									

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The March 1970 period was the five weeks from March 1, 1970, to April 4, 1970, the March 1969 period was from February 23, 1969 to March 29, 1969.
‡ Includes catering contractors other than outside catering contractors which are included with resturants, cafes, etc.
§ January – March.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept*.	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98				96	100	98									
	1969	*1*	*1*	*2*	*2*	—	*4*	*- 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*- 2*
	1970	*1§*	*1*				*3*	*4*	*- 3*									
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101				103	103	*97*									
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*—§*	—				*4*	*3*	*- 5*									
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94				85	96	99									
	1969	*- 2*	*- 3*	—	*- 1*	*- 3*	*3*	*5*	*- 4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	—	*- 3*	*- 5*
	1970	*2§*	*2*				—	*5*	*1*									

For notes see Table 1

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of Business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101				99	101	102									
	1969	*1*	*3*	*1*	—	*- 1*	*5*	—	*3*	*1*	*4*	*- 1*	—	*1*	*- 1*	*2*	*1*	*- 5*
	1970	*— §*	—				*- 1*	*4*	*- 2*									
Men's hairdressers and men's hairdresser-tobaconnists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103				103	105	100									
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*3§*	*3*				*2*	*7*	—									
Women's hairdressers and men's and Women' hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100				97	99	103									
	1969	—	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	—	*- 1*	*- 7*
	1970	*- 1§*	*- 1*				*- 2*	*2*	*- 3*									

For notes see Table 1

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 15, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Walking Stick	Br/E 34732	101	May 12	Metro-Goldwyn-Mayer Pictures Ltd.	Winkast Film Productions Ltd.
It's the Only Way To Go	Br/E 34836	28	May 13	Gala Film Distributors Ltd.	Hallelujah Productions Ltd.
Movietone News 2136	Br/E 34671	7	May 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2136A	Br/E 34672	7	May 15	" "	" "
				FOREIGN	
The Extraordinary Seaman	F 34833	80	May 12	Metro-Goldwyn-Mayer Pictures Ltd.	John Frankenheimer Productions and Edward Lewis Productions Inc.
The Deserter and the Nomads	F 34834	102	May 12	Columbia Pictures Corporation Ltd.	Koliba Bratislava, Bratislava and Ultra Film S.p.a., Rome.
Every Man's Woman	F 34835	97	May 12	"	Vides Cinematografica, Rome.
People of Provence	F 34837	8	May 13	United Artists Corporation Ltd.	United Artists Corporation.
It Takes All Kinds	F 34838	97	May 14	Commonwealth United Entertainment (UK) Ltd.	Goldsworthy Productions Ltd.
Viva Max	F 34839	93	May 14	"	Commonwealth United Corp.
The Dunwich Horror	F 34840	86	May 14	Warner-Pathe Distributors Ltd.	American International Pictures Corp.

WHOLESALE PRICE INDEX NUMBERS

Slight fall in materials prices in April

THE PROVISIONAL price index for basic materials and fuel used in manufacturing industry fell by ¼ per cent in April. The slight overall reduction resulted from a wide range of relatively small upward and downward price movements for individual commodities. The index in April was 5½ per cent higher than a year ago, with over half the rise attributable to the sharp increase in non-ferrous metals prices during the past year.

Output prices continued rising in April. While the increase in the provisional index for home sales of manufactured products was less than in earlier months this year, the overall increase in the first four months was, at 2¼ per cent, nearly twice that which occurred in these months last year, though not substantially more than in the last four months of 1969.

Materials and fuel purchased by broad sectors of industry - Table 1

The provisional index for the food manufacturing industries fell slightly in April, but was 7 per cent higher than in April last year; since then imported materials have risen 4 per cent and home produced (including packing materials and fuel) by 9½ per cent. The index for the steel industries was a little lower due to a further easing back of tungsten ore prices, which had risen sharply in the second half of 1969. Index numbers for other sectors of manufacturing industry rose by up to ½ per cent in April, with increases generally a little less than in previous months this year. The index for construction materials rose ¼ per cent due to a number of price increases, principally that for cement.

Output of broad sectors of industry – Home sales (Table 2)

Index numbers for most sectors rose between ¼ and ½ per cent in April. However there was little or no further change in those for clothing and footwear, the steel industries, the timber industries and the paper industries; except for clothing and footwear, there had been a more marked increase during the first quarter in the index numbers for these sectors than in those for other sectors.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 1. Price Index numbers of materials purchased — **1963 = 100**

1968 SIC		1969 1st qtr.	1969 2nd qtr.	1969 3rd qtr.	1969 4th qtr.	1970 1st qtr. p	1969 Apr.	1969 Sept.	1969 Oct.	1969 Nov.	1969 Dec.	1970 Jan.	1970 Feb.	1970 Mar. p	1970 Apr. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	119·6	120·3	121·4	124·1	126·3	120·0	122·0	122·8	124·4	125·2	125·9	125·9	127·0	126·7
	Basic materials	119·6	120·5	121·8	124·7	126·7	120·1	122·4	123·2	124·9	125·9	126·4	126·2	127·4	127·1
	†Fuel	119·9	119·8	119·8	120·9	124·0	119·8	119·8	120·9	120·9	120·9	122·6	124·7	124·7	124·7
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries:	122·3	124·2	126·1	127·3	130·1	123·7	126·4	125·9	127·5	128·4	129·4	130·0	130·8	130·5
	Basic materials other than fuel	122·8	125·2	127·5	128·7	131·5	124·6	127·9	127·0	129·0	130·2	130·9	131·3	132·2	131·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	113·7	112·5	112·4	118·0	119·4	112·4	113·7	116·8	118·3	119·0	119·3	118·5	120·4	120·2
Order V	Chemicals and allied industries	115·2	116·2	116·8	118·7	120·7	115·9	117·1	117·5	118·9	119·6	119·7	120·6	121·8	121·9
311 and 312	Steel industries	115·3	115·6	116·9	118·8	123·3	115·5	117·0	117·8	118·7	120·0	121·5	124·1	124·2	123·9
Order VII (excluding MLH 342)	Mechanical engineering industries	120·0	122·6	126·8	130·7	136·6	121·9	127·5	129·0	130·6	132·4	133·3r	137·6	138·8	139·2
Order IX	Electrical engineering industry	136·7	143·2	149·5	153·3	158·6	141·3	151·1	149·6	153·4	156·9	155·8	158·3	162·0	162·3
361	Electrical machinery industry	128·2	132·5	137·5	141·6	147·3	131·0	139·0	139·2	141·7	143·8	144·4	147·7	149·8	150·4
Order XIII	Textile industries	103·7	104·3	103·4	102·8	103·6	104·3	103·0	102·8	102·7	102·9	103·4	103·8	103·6	103·9
Order XV	Clothing and footwear industries	114·2	116·0	116·3	116·8	117·6	115·8	116·6	116·7	116·7	117·0	117·4	117·7	117·6	118·2
Order XVII	Timber industries	124·4	126·0	127·8	129·3	131·6	125·5	128·1	128·8	129·3	129·8	130·5	131·7	132·6	133·0
481–484	Paper industries	118·0	119·4	121·8	123·6	129·4	119·0	122·3	122·7	123·8	124·3	128·2	130·0	130·0	130·2
Order XX	Construction materials	116·6	118·1	119·9	121·9	124·9	117·5	120·2	120·7	121·9	123·0	123·6	125·1	126·1	127·1
Part of Order XX	House building materials	118·9	120·6	122·3	124·1	127·1	120·0	122·6	122·9	124·2	125·2	125·9	127·2	128·3	129·1

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548, for index numbers, and Ext. 3411 for all other information.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1969				1970	1969					1970			
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. p	Apr. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	119·5	120·3	121·3	122·7	125·0	120·0	121·7	122·2	122·6	123·4	124·4	125·1	125·6	125·8
	Home sales	118·2	119·2	120·3	121·7	124·1	118·9	120·8	121·1	121·6	122·4	123·4	124·1	124·8	125·1
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	117·0	117·8	118·9	120·5	122·7	117·6	119·4	120·0	120·3	121·0	122·1	122·8	123·3	123·6
	Home sales	114·1	115·1	116·5	118·0	120·4	114·8	117·0	117·5	117·9	118·6	119·5	120·5	121·2	121·6
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211–229	Products of the food manufacturing industries: Home sales	117·0	118·0	118·8	120·6	124·1	117·6	119·3	119·9	120·5	121·5	123·6	123·9	124·8	125·2
Order V	Chemicals and allied industries: Total sales	109·0	109·3	109·9	110·3	111·8	109·6	110·1	110·1	110·2	110·5	111·3	111·9	112·2	112·4
	Home sales	105·7	105·9	106·7	107·4	108·3	106·2	107·0	107·2	107·4	107·7	107·7	108·4	108·8	109·2
311 and 312	Steel industries: Total sales	108·8	110·1	114·7	119·0	127·0	109·3	114·9	117·4	119·0	120·7	122·7	129·0	129·2	129·3
	Home sales	107·6	108·7	114·3	118·7	127·2	107·8	114·7	117·3	118·4	120·5	121·8	129·8	130·1	130·2
Orders VII to XII	Engineering and allied industries: Total sales	118·1	118·7	120·2	122·0	124·3	118·5	120·9	121·5	121·8	122·4 r	123·4 r	124·3	125·1	125·4
	Home sales	114·9	116·2	118·3	120·2	123·1	115·8	119·1	119·6	120·1	121·0	121·9	123·1	124·2	124·7
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	117·2	118·7	120·9	122·8	126·0	118·3	121·6	122·1	122·7	123·6	124·9	126·0	127·1	127·4
Order IX	Electrical engineering: Home sales	113·7	115·0	117·3	119·3	121·3	114·6	118·4	118·9	119·3	119·7	120·7	121·3	121·9	122·5
Order XIII	Textile industries other than clothing: Total sales	111·6	112·6	113·1	113·9	114·5	112·4	113·3	113·5	114·1	114·0	114·5	114·4	114·7	115·1
	Home sales	110·4	111·3	111·8	112·4	113·1	111·1	112·0	112·2	112·4	112·5	112·8	113·1	113·5	114·0
Order XV	Clothing and footwear: Home sales	110·6	111·3	111·8	112·3	113·1	111·0	112·0	112·2	112·3	112·4	112·9	113·1	113·4	113·5
Order XVII	Timber industries: Home sales	121·3	122·2	123·2	124·2	127·2	122·1	123·5	124·0	124·2	124·3	125·8	127·1	128·6	128·7
481–484	Paper industries: Home sales	116·1	117·2	118·7	120·8	125·6	116·9	119·8	120·4	120·8	121·3	123·4	126·3	127·5	127·5
Order XX	New construction‡	122	123	124	124 r		122	124			124 r				

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1969		1970			1968 SIC		1969		1970		
		Apr.	Oct.	Feb.	Mar. p	Apr. p			Apr.	Oct.	Feb.	Mar. p	Apr. p
101	Coal	115·2	117·6	128·4	128·4	128·5	271	General chemicals	103·8	104·6	104·6	104·7	105·1
102/2	Slates	120·6	120·6	120·6	120·6	120·6	272	Pharmaceutical chemicals	93·9	96·0	98·2	99·7	99·8
109/3	Salt	93·9	97·2	97·2	97·2	93·9	272	Pharmaceutical preparations	94·6	94·7	95·4	95·6	95·8
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	122·9	124·2	126·3	126·9	127·2
216	Sugar, refined	98·8	98·0	92·6	94·9	94·4	274	Paint	104·8	104·8	105·0	106·6	108·5
217	Chocolate and sugar confectionery	122·8	125·0	131·3	132·0	132·6	275	Soap	118·7	124·2	126·8	128·6	129·7
231	Beer	139·2	140·2	145·5	145·5	145·5	275	Soapless detergents	103·2	107·8	108·9	108·9	108·9
240	Tobacco and cigarettes	138·4	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials	96·2	96·9	97·4	98·1	98·3
262	Motor spirit, standard grade (including duty)	144·1	146·5	146·5	146·5	146·5	279/7	Photographic paper and films and photochemical materials	118·4	118·4	119·5	119·5	119·5
262	Medium fuel oil (950 secs.)	111·7	108·1	108·1	108·1	108·1	311/2	Steel sheets	102·2	109·0	121·9	121·9	121·9
263	Lubricating oils and greases	110·1	110·1	113·3	113·3	113·3	311/2	Tinplate	108·4	115·9	126·5	126·5	126·5
							311/2	Other finished steels	108·3	118·4	130·9	131·0	131·2

(Continued on next page)

BRS PARCELS LTD

EXPORTERS AND IMPORTERS

throughout England, Scotland and Wales
rely on our services for consignments to and from

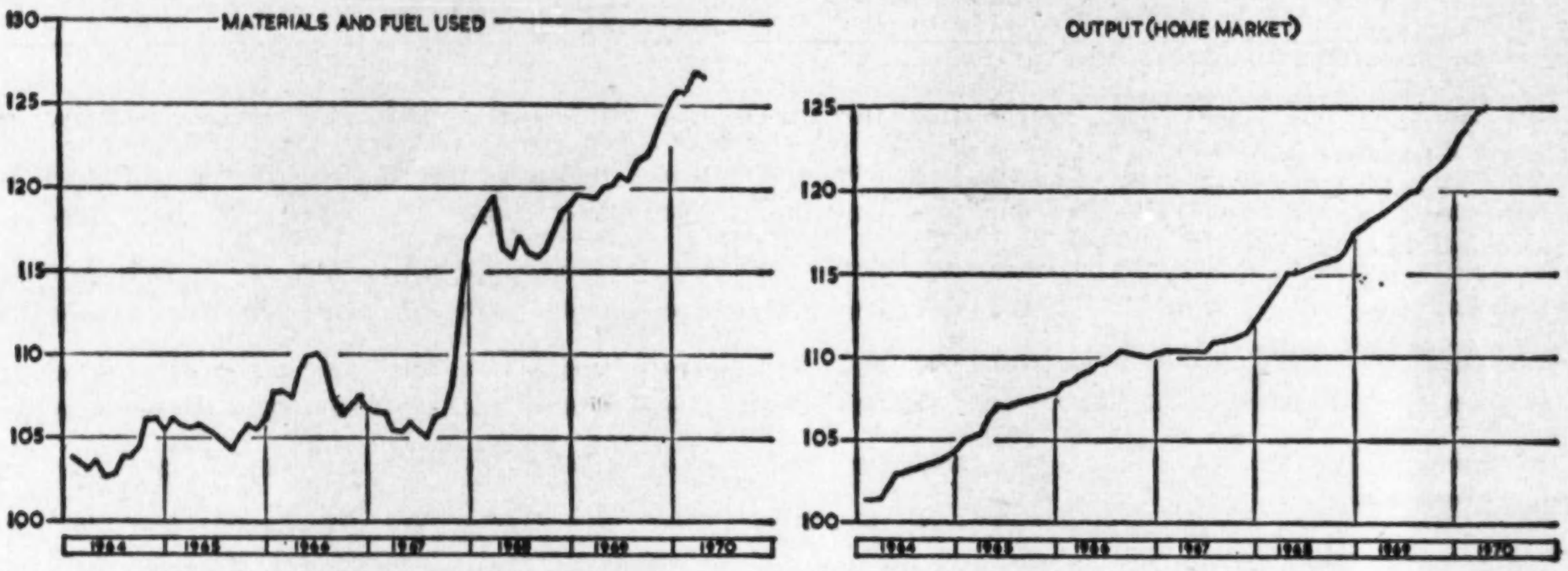
**DOCKS
AIRPORTS
CONTAINERBASES**

Throughout services to the Continent, Eire and Northern Ireland.
Over 24,000 places served in U.K. Warehousing and Distribution.

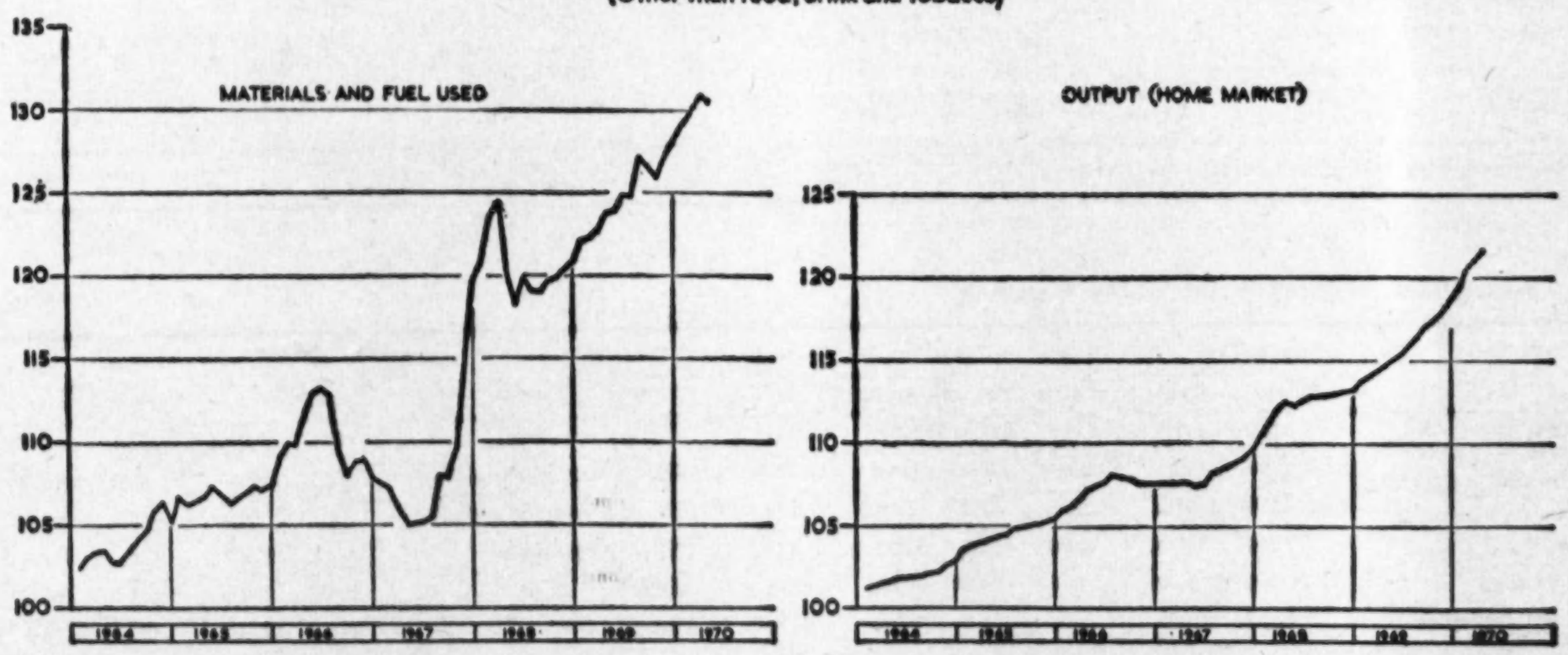
Please contact any of our
90 BRANCHES

WHOLESALE PRICES INDEX NUMBER 1963=100

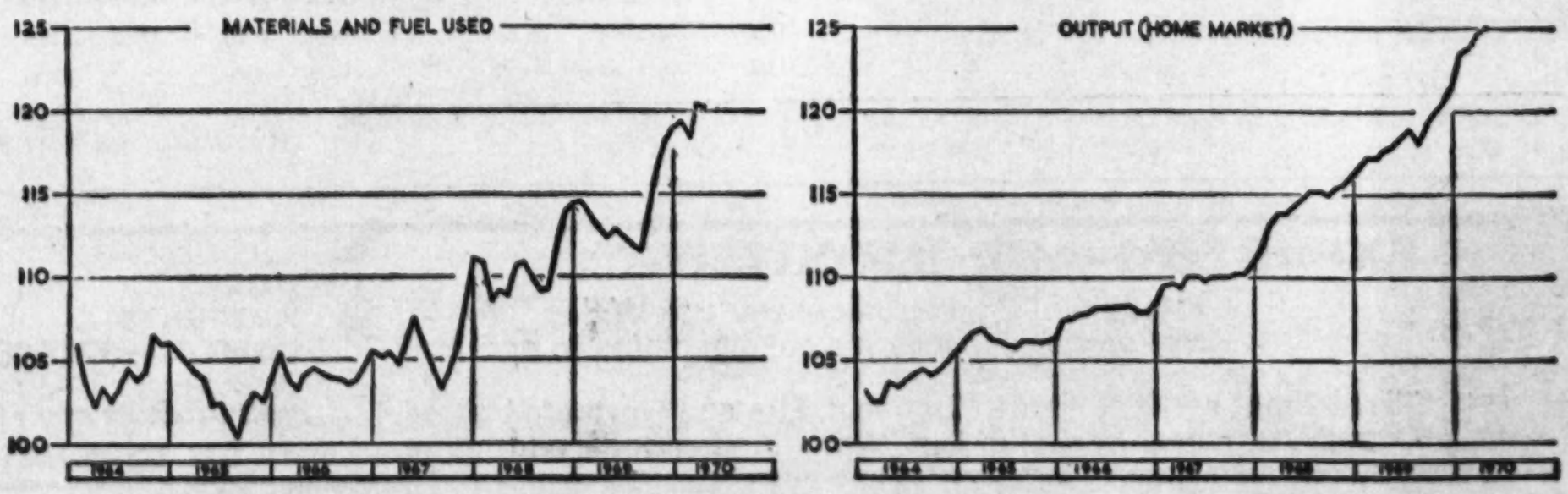
ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY



WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969 Apr.	1969 Oct.	1970 Feb.	1970 Mar. p	1970 Apr. p
312	Steel tubes	114·0	123·3	137·6	139·7	139·7
313/3 and 313/4	Iron castings	117·2	118·5	122·8	123·5	124·3
321	Aluminium and aluminium alloy products:					
	Rolled	134·8	137·5	139·1	139·1	139·1
	Extruded and drawn	134·3	136·5	137·8	137·8	137·8
	Castings	138·6	142·1	151·1	151·1	151·1
	Forgings	117·8	124·3	129·6	129·6	129·6
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	239·6	254·7	280·9	291·8	297·1
353/1	Dental goods	125·2	135·0	135·5	135·8	135·8
365/1	Gramophone records, etc.	104·5	104·0	103·3	103·2	103·2
368	Domestic electrical appliances	104·0	105·0	105·6	105·9	106·0
391	Tools and implements	122·0	128·0	131·9	133·5	134·0
392	Cutlery, spoons and forks	119·0	122·7	129·1	129·1	129·4
	Cutlery (other than razors and razor blades)	123·1	128·5	134·0	134·0	134·3
	Spoons and forks	140·3	141·6	155·9	155·9	156·6
399/6	Domestic hollow-ware	141·9	146·5	155·8	157·2	157·2
399/7	Vats, tanks, cisterns and other industrial hollow-ware	113·5	118·7	124·7	129·7	129·7
399/9	Domestic gas appliances	102·0	102·0	102·7	102·7	102·7
411	Man-made fibres	87·1	87·5	87·1	88·3	89·1
412, 414/5 and 415	Man-made fibre yarns	101·8	102·1	102·3	105·4	106·0
412/1	Cotton and cotton mixture yarns	133·5	135·9	138·7	140·7	..
413/1	Cotton cloth	131·9	135·0	137·8	139·4	..
413/5	Man-made fibres fabrics	108·1	109·2	110·3	110·3	110·6
413/6	Linen	125·1	127·8	130·3	133·0	133·0
414/1	Wool tops	85·7	84·6	83·8	83·0	83·4
414/2	Worsted yarn	99·7	99·4	99·6	99·8	101·5
414/5	Woollen fabric	112·3	113·8	113·6	113·3	113·3
415/1	Jute yarn	155·8	151·8	153·7	153·7	153·7
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	98·0	99·9	101·0	102·3	102·7
417	Hosiery and other knitted goods	98·9	99·1	98·7	98·5	98·5
419	Carpets and rugs	114·1	114·9	115·8	116·5	117·2
422/2	Canvas goods and sacks	108·7	112·6	112·4	112·4	112·4
431/1	Leather for footwear	140·8	139·4	137·0	135·7	..
432/1	Travel goods	118·0	120·1	123·0	123·1	123·1
441–449	Made-up clothing	110·7	112·0	112·8	112·9	113·0
441	Weatherproof outerwear	105·9	107·1	107·8	107·9	107·9
442	Men's and boys' tailored outerwear	108·5	110·2	110·6	110·6	110·7
443	Women's and girls' tailored outerwear	112·9	114·6	115·6	115·6	115·9
445/1	Women's and girls' light outerwear	114·4	114·6	115·4	115·5	115·5
450	Footwear	111·4	112·4	113·5	114·2	114·5
461/1	Refractory goods including bricks	115·4	120·1	120·8	120·8	120·8
461/2	Non-refractory goods, including bricks	111·4	113·0	115·5	115·4	115·5
	Building bricks, fletton, common, *delivered*	116·2	116·2	125·9	125·9	125·9
	Building bricks, common, other than fletton, *-ex works*	119·0	121·2	123·0	123·0	123·4
462/3	Domestic china and earthenware	126·0	131·6	133·8	133·8	135·1
463/1	Glass (other than containers)	112·0	112·6	113·0	113·0	114·7
463/2	Glass containers	113·1	113·3	117·2	117·2	117·2
464	Cement, delivered	109·0	109·0	121·1	121·1	126·9
469/1	Abrasive paper and cloth	113·8	120·2	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·7	111·4	112·2	112·5	112·5
471/1	Home-grown hardwood, sawn	111·6	115·3	115·8	116·1	116·5
471/2	Building joinery	128·0	130·4	133·6	137·9	137·9
472	Domestic furniture	120·7	122·0	125·3	126·3	126·3
473	Bedding, etc.	118·3	122·3	126·3	126·3	126·3
481	Paper and board	116·0	119·0	124·5	125·8	126·0
482/1	Cardboard boxes, cartons and fibreboard packing cases	121·4	125·4	132·1	134·1	134·1
482/2	Packaging products of paper, etc.	113·7	117·8	124·1	123·9	123·9
	Paper bags	112·0	115·3	121·9	121·3	121·3
483	Manufactured stationery	118·5	123·3	127·4	128·6	128·8
484/1	Wallpaper	124·2	124·1	141·9	142·8	142·8
491/1	Rubber tyres and tubes	107·4	113·6	116·5	116·9	117·0
491/2	Rubber goods (other than tyres and tubes)	112·5	116·7	120·6	121·6	122·6
492	Linoleum and felt base	129·7	129·7	133·4	136·3	139·9
493	Brushes and brooms	114·5	115·1	119·3	121·5	125·8
494/1	Toys and games	118·9	119·2	126·6	126·6	126·6
494/2	Perambulators, etc.	119·3	121·5	124·3	124·0	124·4
494/3	Sports equipment	112·8	114·8	116·9	116·9	..
495/1	Pens and pencils	114·5	117·0	117·2	117·2	117·2
495/2	Other stationers' goods	115·0	115·4	116·0	116·0	116·3
496/2	Plastics products (other than components and accessories)	93·4	95·2	96·8	97·2	97·4

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969		1970		
	Apr.	Oct.	Feb.	Mar.	Apr.
Hides and skins	167·9	157·1	142·3	137·3	139·0
Imported	164·0	147·6	144·9	141·6	141·5
Native	173·3	170·0	138·7	131·6	135·6
Non-ferrous metals:					
Aluminium, virgin ingot delivered	136·7	140·3	141·8	141·8	143·3
Copper, ex-ship, wharf or warehouse†	250·7	280·8	299·3	316·7	314·5
Lead, ex-ship, wharf or warehouse†	178·9	195·9	222·9	223·7	214·1
Nickel, refined, delivered§	153·6	153·6	190·0	190·0	187·0
Tin ingot, min. 99·75% settlement price†	153·7	164·5	175·3	176·6	179·1
Zinc, ex-ship, wharf or warehouse†	150·3	164·7	164·1	163·1	161·6
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	94·1	102·9	122·8	123·8	125·4
Whale oil, crude	131·4	147·3	161·5	163·9	166·5
Pyrites, c.i.f., United Kingdom ports	156·5	159·1	162·6	169·4	..
Natural rubber	112·9	110·6	106·0	95·7	93·2 p
Sulphur, crude (for acid making), c.i.f.	205·5	166·9	124·9	124·9	..

	1969		1970		
	Apr.	Oct.	Feb.	Mar.	Apr.
Textiles:					
Cotton, raw	105·0	102·4	105·2	105·5	105·5 p
Jute, raw, PWC grades, c.i.f. Dundee	179·0	153·8	158·5	161·3	162·6
Jute, raw, PWB grades, c.i.f. Dundee	161·5	141·1	145·5	148·1	149·2
Silk, raw, delivered mill	129·5	148·4	165·4	169·5	170·9
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	51·6	51·1	45·6	..
Wool, raw	85·5	80·7	78·0	77·2 p	78·2 p
Crossbred, medium and coarse, c.i.f. UK	71·0	67·6	63·6	66·3	69·0
Crossbred, fine, c.i.f. UK	87·2	81·3	77·4	76·4	76·3
Merino, c.i.f. UK	95·5	89·0	86·3	83·5	84·3
Timber:					
Imported hardwood (ex-yard or wharf)	131·6	134·3	137·2	137·7 p	138·2 p
Imported plywood (delivered to consumpers)	134·0	136·6	141·4	142·5	..
Imported softwood (delivered to consumers)	131·5	133·6	135·9	136·8 r	137·2
Woodpulp, imported	123·0	128·0	137·8	137·3	138·1 p

†L.M.E. means of buyers' and sellers' prices at close of morning session.
§ Producers' price.

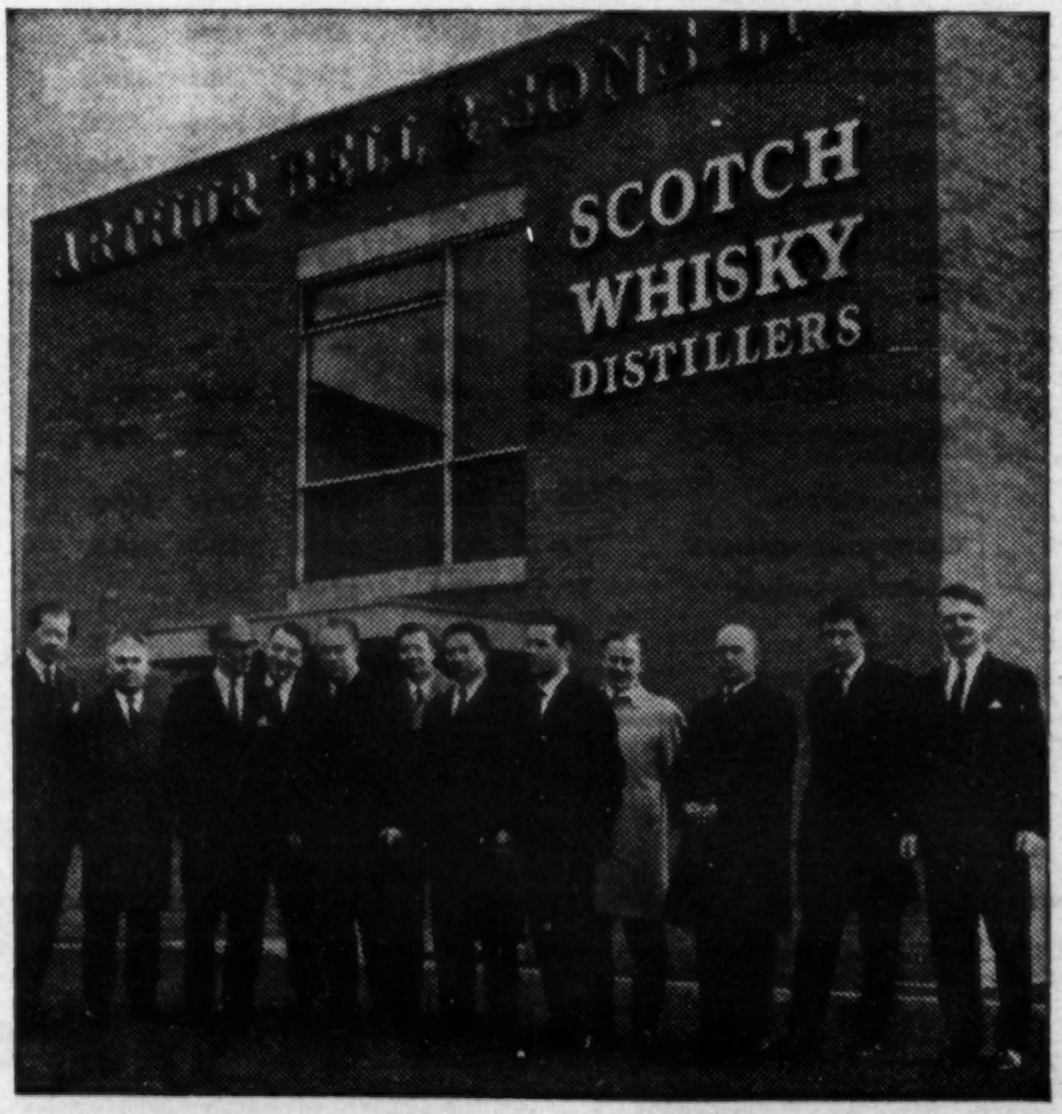
INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970 — Feb.	Mar. p	Apr. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	129·0	130·0	129·8
	Basic materials	124·3	125·4	125·2
	Fuel	165·4	165·4	165·4
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	133·4	134·2	133·9
	Basic materials other than fuel	127·8	128·7	128·4
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	120·5	122·4	122·3
263 to 277	Chemicals and allied industries	129·5	130·8	131·0
331 to 349 (excluding 342)	Mechanical engineering industries§	181·7	183·3	183·9
351	Electrical machinery industry	178·0	180·5	181·2
Order X	Textile industries	100·9	100·8	101·1
Order XIV	Timber industry	145·8	146·9	147·2
481 to 483	Paper industries	137·4	137·4	137·5
Order XVII	Construction materials	153·2	154·5	155·6
Part of Order XVII	House building materials	156·0	157·4	158·4

§ Revised figures for November 1969 = 172·5, December = 174·9.



Marshal Loginov (fifth from left), the Minister of Civil Aviation in Russia, visited Bell's Scotch whisky blending and bottling plant at East Mains near Edinburgh while on a recent visit to Scotland. The Minister was accompanied by staff members of Aeroflot Russian Airline and by Mr. Jack (fourth from left), general manager International Affairs BOAC, and his staff. Also in the picture Mr. A. B. Kelly, Bell's export sales manager (right); Mr. J. M. S. Anderson, general manager East Mains (left); and Mr. Alexander Brown, advertising executive for Bell's (third from left).

Selected assets and liabilities of finance houses

THE HIRE purchase, credit sale and other instalment credit debt owed to finance houses at the end of March 1970, stood at £821 million. This was £13 million below the level at the end of March 1969, and £2 million above the end December 1969 figure. After seasonal effects are taken account of, direct debt (i.e. excluding agreements, block discounted with finance houses by retailers) owed to finance houses, showed little change in the quarter, suggesting a levelling off in the upward trend of instalment credit business which started about the middle of 1969.

Of the remaining selected assets, there was a £12 million increase in the quarter in the value of goods which are the subject of hiring, leasing and rental agreements, an increase which continued the faster rate of growth in these assets which first became evident in 1968; this increase more than counterbalanced falls of £5 million in assets with United Kingdom financial institutions other than banks and £10 million in other securities.

Among the selected liabilities there was an appreciable contraction of £26 million in total deposits with finance houses since December 1969; falls of £48 million and £18 million respectively, in deposits by United Kingdom non-financial companies and United Kingdom banks, more than offset an increase of £40 million in deposits by overseas residents. This increase by overseas residents marks a sharp reversal in the downward trend shown by this item since the end of June 1966. Other large changes were increases of £12 million in borrowing by United Kingdom banks and £7 million in bills discounted.

Selected assets and liabilities of finance houses

£ million

Selected Assets	Holdings at 31 Dec. 1966	31 Dec. 1967	31 Dec. 1968	31 Mar. 1969	30 June 1969	30 Sept. 1969	31 Dec. 1969	31 Mar. 1970
Assets with United Kingdom financial institutions other than banks	12	9	7	8	7	8	10	5
Trade investments and investments in unconsolidated subsidiaries	48	63	48	48	47	51	55	59
Other Securities	35	24	18	28	22	26	23	13
Hire purchase, credit sales and other instalment credit outstanding(†)	842	824	843	834	843	842	819	821
Other advances and loans	127	133	115	103	104	104	107	110
Goods the subject of hiring, leasing or rental agreements	52	64	95	108	109	119	127	139
Total	1,116	1,117	1,126	1,129	1,132	1,150	1,141	1,147
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	106	98	109	105	102	102	97	104
Deposits:	648	591	612	627	637	643	636	610
of which:								
(a) United Kingdom Banks	94r	97r	118r	117r	121r	127r	119r	101
(b) Other United Kingdom financial institutions	55r	54r	79r	84r	80r	76r	68r	68
(c) United Kingdom non-financial companies	255	248	269	277	293	313	322	274
(d) Other United Kingdom residents	114	104	103	111	110	101	101	101
(e) Overseas residents	130	88	43	38	33	26	26	66
Other borrowing:	55	95	87	83	79	70	68	74
of which:								
(a) United Kingdom Banks (net) (‡)	43	77	72	70	66	57	37	49
(b) Other United Kingdom financial institutions	5	9	7	7	7	7	8	2
(c) United Kingdom non-financial companies	1	1	1	1	1	1	18	19
(d) Other United residents	6	8	7	5	5	5	5	4
(e) Overseas residents	—	—	—	—	—	—	—	—
Unearned finance charges	86	93	102	100	101	102	99	102
Issued capital and reserves (§)	180	191	198	200	196	196	201	207
Total	1,075	1,068	1,108	1,115	1,115	1,113	1,101	1,097

r This revision has been made following the receipt of corrected figures.
(‡) Cash and balances with United Kingdom banks have been deducted from this item.
(†) Including agreements block discounted with finance houses by retailers.
(§) As shown on each company's last balance sheet.

'Economic Prospects to 1972'

"ECONOMIC PROSPECTS TO 1972 – a revised assessment' was published by HM Treasury on May 14 and is obtainable from HMSO (price 3s.).

This Green Paper gives a revised view of the main elements of the economic assessment contained in 'The Task Ahead'. It was prepared in the first place to assist the National Economic Development (NEDC) in taking an overall view of the outcome of the reports of the Economic Development Committees (EDCs – the Little Neddies) following their consultations on 'The Task Ahead'. It takes account of the recommendations of the ECDs, and comments on the implications of their views on, for example, changes in output and in the movements of exports and imports. Since it was considered in the NEDC in February 1970 it has been revised to take account of the Budget measures. The period covered is the same as that of 'The Task Ahead', i.e. 1967 to 1972, but, within this period, projections for 1969 to 1972 are made as appropriate. The Green Paper is to be regarded, not as initiating a fresh rolling forward of the planning process, but as part of the follow-up to the consultations which formed the core of the process beginning with 'The Task Ahead'.

Company registrations and bankruptcies

THE following information was given in Parliament on May 13 in answer to a request to publish the numbers of new company registrations in the years 1964, 1965, 1966, 1967, 1968, 1969 and 1970 to date, and the numbers of bankruptcies in the same years.

	New company registrations	Compulsory and creditors' voluntary liquidations
1964	48,315	2,203
1965	36,315	2,727
1966	28,252	3,410
1967	31,292	3,715
1968	20,654	2,390
1969	25,154	3,672
1970 1st qtr.	6,926	1,028

The numbers of bankruptcies for the years 1964 to 1968 are given in the Bankruptcy General Annual Report for 1968.

The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877; T.A.: 'Advantage, London, S.W.1'.) (Telex No. 27366. Answer Back BOTHQ LONDON)**

Secretariat – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London W.C.2').

Accountancy Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Telex 886143).

Accountancy Services (Civil Aviation) Branch – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff), Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1 (01-222 7231).

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2 (01-405 7641; T.A.: 'Official Receiver, London').

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1 (01-222 7877, Ext. 2654; Telex 27366).

Business Statistics Office – Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0): Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633-52277).

Civil Aviation Divisions 1 and 2 – Shell Mex House, Strand, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').
Division 3 – The Adelphi, John Adam Street, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Commercial Relations and Exports Divisions – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366; T.A.: 'Advantage, London. S.W.1').

Companies Investigation and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1 (01-253 9393).

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2 (01-836 7733).

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Directorate-General of Safety and Operations – Shell Mex House, Strand, London, W.C.2 (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Economic Services Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Establishment Divisions 1 and 2 – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Export Licensing Branch – Broadway Buildings, 54 Broadway, London S.W.1 (01-222 7877; Telex 27366; T.A. 'Explic, London, S.W.1').

Export Planning and Development Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366; T.A. 'Advantage, London, S.W.1').

Export Services Division – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143; T.A. 'Exserbra, London, E.C.4').

Export Service Bulletin Section – Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Ext. 7058; Telex 886143; T.A.: 'Exserbra, London, E.C.4').

Fairs and Promotions Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1 (01-222 7877; Telex 27366).

Finance Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

General and Industrial Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Import Licensing – Broadway Buildings, 54 Broadway, London, S.W.1 (01-222 7877; Telex 27366; T.A.: 'Explic, London, S.W.1').

Information Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1 (01-222 7877; Telex 27366).

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1 (01-928 7999; Telex 27366; T.A.: 'Advantage. London, S.W.1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1 01-606 4071; Telex 886143; T.A.: 'Advantage, London, S.W.1').

Overseas Projects Group – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Parliamentary Branch – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane. London, W.C.2 (01-405 8721; T.A.: 'Patoff, London, W.C.2'); Baskerville House, Browncross Street, New Bailey Street, Salford, M3 SFU (061 832 9571).

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1 (01-253 9393).

Scientific Adviser's Division (Civil Aviation) – Shell Mex House, Strand, London, W.C.2 (01-836 1207; Telex 22110).

Sea Transport Branch – 34/36 Parliament Street, London, S.W.1 (01-799 5655; Telex 24730).

Shipping Policy Division – The Adelphi, John Adam Street, London, W.C.2 (01-836 1207; Telex 22110).

Solicitors Department – Kingsgate House, Victoria Street, London, S.W.1 (01-828 1299; Telex 27366).

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1 (01-834 7032).

Statistics Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (01-222 7877; Telex 27366).

Tourism Branch – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Exhibitions and Fairs

British successes at the Hanover Fair

A report from the British Consulate-General, Hanover

Left: Mr. Goronwy Roberts (right), Minister of State, Board of Trade, discusses business at the Hanover Fair with exhibitors on the Business Equipment Trade Association joint venture stand. Right: A section of the BEAMA group stand. Twenty-five companies participated in this permanent centre for British electrical and industrial automation equipment at Hanover, and inquiries were received from more than 20 countries, buyers coming from all over Europe as well as from South Africa, the United States, Argentina, Brazil, Israel, Hong Kong and Japan.

MR. GORONWY ROBERTS, Minister of State, Board of Trade, visited the Hanover Fair on April 30 and May 1. After his tour of the fairgrounds, during which he visited the stands of many British exhibitors, the Minister of State said:

'I am tremendously exhilarated by my experience of this fair. It is a magnificently organized international fair and I am very proud indeed with what I have seen of the British presence both in its quantity and its quality. The personnel that our firms have sent over are clearly on top of their jobs and they are establishing very close and friendly contacts with inquirers and buyers from all over Europe and, indeed, the world. What is particularly encouraging is that many established customers are visiting our stands and expressing satisfaction with production, delivery and, indeed, service. We hear so much about after-sales service these days that it is good to hear tributes to British firms for efficiency in this field. All in all, I would say that the fair is an outstanding international success and an outstanding success for Britain and I am glad to say that all the British firms I have spoken to paid very warm tributes to the co-operation and help that they have received from the Board of Trade and from the Consul-General and his staff in Hanover.'

Capital goods successes

While all sections of trade at this year's Hanover Fair, which took place from April 25 to May 3 had success stories to report, those in the engineering and capital goods field predominated. Most exhibitors will be assessing the results of their efforts during the coming months, but what was probably the biggest success of all occurred before the fair opened. This was achieved by the British Steel Corporation, who won the contract to supply the plastic-coated steel cladding on the new 80,000 sq. metre hall built for the office equipment trades.

There were 271 British firms represented at this year's exhibition. Of these, 101 were exhibiting on 12 joint venture stands arranged by their associations in conjunction with the Board of Trade and assisted by the Central Office of Information. This represents an increase of nearly 100 on last year's fair and prompted the Chancellor of the Federal German Republic, Herr W. Brandt, who opened the fair, to comment on the strength of British representation. He thought that many companies, regardless of the tariff wall, may be using the fair to prepare themselves for the expansion of the Common Market.

The opening ceremony was attended by the

(Continued on next page)

Mr. Mason to visit Budapest Trade Fair

MR. ROY MASON, President of the Board of Trade, accompanied by Mrs. Mason, will visit Hungary from May 21-24 at the invitation of the Government of the Hungarian People's Republic to attend the Budapest International Trade Fair. This will be the first time a President of the Board of Trade has visited the Hungarian People's Republic.

The President will attend the opening day on May 22 and also the British National Day on May 23.

As in previous years, the Board of Trade are organizing a British Pavilion at the fair which together with outdoor sites will accomodate some 40 British companies showing a varied range of capital and consumer goods. Thirty-three countries are exhibiting at the fair.

The value of overall trade between the United Kingdom and Hungary has grown by 40 per cent during the past five years, and United Kingdom exports of £13.3 million in 1969 were the highest on record. The current five-year Trade Agreement between the United Kingdom and Hungary provides for the expansion of trade between the two countries, and the gradual improvement in performance by both sides in recent years is expected to continue.

HANOVER FAIR, *continued*

British Ambassador, Sir Roger Jackling, and the British Consul General in Hanover, Mr. J. M. Leadbitter, who both visited many British exhibitors during the course of the fair.

More stand space

The completion of an extensive building programme by the fair authority in time for this exhibition enabled many individual British exhibitors and joint venture stands not only to obtain more stand space but also to improve their location in the halls. The British Internal Combustion Engine Manufacturers Association had a joint stand for 10 of its members and had obtained a prominent site in an extended hall and doubled the area they held when they last exhibited in 1968. They now represent British industry in this field much more strongly, and with independent British firms have about 20 per cent of the total space available for this industry. Mr. Higgins of the Association described Hanover as the most important engineering exhibition in Europe, especially so to Britain, as one-quarter of all our exports of internal combustion engines go to Common Market countries. Mr. Higgins pointed out that world exports in this field have been expanding steadily since the war and, through the efforts of our manufacturers, Britain has maintained her position as the world's leading exporter of engines, being well ahead of her nearest rivals, the United States and the Federal Republic of Germany.

Renewing contacts

All British exhibitors laid great emphasis on the importance of Hanover as a trade fair where old contacts could be renewed, new contacts established and competition could be assessed. Many said that the cost of exhibiting was well worthwhile if for no other reason than to save the time and expense in visiting their agents and importers in Europe and other parts of the world because they all come to Hanover. Mr. Smith of Ransome, Hoffman, Pollard Ltd., a newly established group, said that his company found the fair invaluable for introducing the group in its new form. They were occupying the stand previously used by Hoffman Bearings and this ensured that all Hoffman's old regular visitors at the fair were made aware of their reorganization and they made many new and useful contacts. Mr. Smith added that they also found it extremely useful to have the Hanover Air Show running at the same time. Because of this, they had received many inquiries for their aerospace products. (The Air Show takes place in Hanover every two years. For a report on this year's show, which ran from April 24 to May 3, see page opposite).

High-level inquiries

The Engineering and Building Centre, Birmingham, had a joint venture stand for the first time and were extremely pleased with the level of inquiries, one firm stating these were invariably at senior management or director level. Inquiries also came from countries in South America, South Africa and the Middle East, as well as Europe. Many of the firms have been asking about space for next year's fair and Mr. Cox of the Centre said that they would not hesitate to encourage firms to take part.

On the joint venture stand for the British Electronics Centre, Mr. Parsons of Rola Celestion Ltd. explained that they had been to Hanover three years running. They quickly realized the need to appoint an agent and now feel they have established themselves here and can attack the German market from a position of strength. But Mr. Parsons added that they came to Hanover not only to sell in Germany but to sell to Europe as a whole, and this year they had had inquiries from Finland, Spain and Italy.

Mr. Rudolph of A.B. Electronic Components Ltd. also emphasized the need to make a determined effort to sell on the German market. His firm has now been exhibiting at Hanover for 10 years and their sales have been so successful that three years ago they established their own sales office and one year later decided to start production here, which they are now doubling.

On the last day of the fair Mr. Bullen of the Lighting Industries Federation said that once again the Hanover Fair had shown itself to be the most important lighting exhibition in the world. He thought that members of the Federation were very well satisfied with their achievements in re-establishing old contacts and making new ones. He also said how useful it had been to exhibitors to assess competition from other firms and see what developments were occurring in the use of new materials. However, he stressed that only those firms who had carried out their preparatory work thoroughly were able to reap full benefit from exhibiting at the fair.

Joint ventures in office equipment

In the new hall for office equipment two joint ventures were arranged: one by the British Stationery and Office Equipment Association and the other by the Business Equipment Trade Association. On the latter stand Mr. Sydenham of Kemp Applications Sales Ltd. said that the firm had been coming to Hanover for four years. This year they had introduced a new product, the Planfolder, for folding drawings and plans. He felt the price they were asking was right and they had been 'flooded out with inquiries'. Three of the machines had been sold in one morning. As a result of coming to Hanover they had been able to appoint an importer in one country and an agent in another.

On the same stand Mr. Hunter of Master Addresser Ltd., a small company producing hand addressing machines and exhibiting for the first time, claimed they had had a fantastic success. Negotiations in Germany alone should result in sales totalling half their annual production. They had also obtained inquiries from prospective agents in Spain, Austria, the USSR, Hungary, Yugoslavia, Rumania, Bulgaria, Poland, Czechoslovakia and Iceland. In addition they had had inquiries from Portugal and Iran. The results of exhibiting at the fair had far exceeded his greatest expectations.

Mr. Lobb export sales manager of ICC Machines Ltd., said that his company had received orders for their mixed coin sorting machine totalling many thousands of pounds, and in addition inquiries from reputable companies to represent them in various parts of the world.

In conclusion, while some expressed the opinion that there were fewer inquiries than in previous years, it seems fairly clear that the quality of inquiries was of a high order and the fair in general and British participation in particular must be counted as a great success.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

British machine tools on show in New Zealand

A report from the British High Commission, Christchurch

NEW ZEALANDS' first International Machine Tool Show was held in Canterbury Court in Christchurch from April 8 to 18. The Show resulted from an initiative on the part of the Canterbury Manufacturers Association, which provided the organizing committee. Nevertheless, it was organized on a New Zealand-wide basis, and was supported by North Island firms, also the N.Z. Engineers Merchants Association.

New Zealand is conscious of the need to develop export manufacturing industries secondary to her traditional exports of agricultural products and of the importance of the application to them of modern and efficient production methods. The Show was opened by the Deputy-Prime Minister, Mr. Marshall, who stressed the importance for New Zealand of keeping abreast of the latest advances in technology and production in order to achieve this object.

There were 24 exhibitors, the majority of them being agents for overseas principals. Approximately 120 imported machine tools were on display, plus a wide range of ancillary equipment. Forty-three of the machine tools were British. The organizers placed a total value of approximately $(NZ)1½ million on the complete range of tools and equipment at the Show.

The Show attracted great interest among machine tool users throughout New Zealand, and considerable business was done. During the period of the Show, firm orders were placed for 86 of the items on display valued at $(NZ)500,000, and inquiries dealt with at the Show resulted in further sales during the two weeks following amounting in value to $(NZ)240,000.

Because of the need to demonstrate the more sophisticated items to the best advantage, the organizers had required exhibitors to provide skilled overseas demonstrators. British firms were well represented, some of their demonstrators being senior executives. Some members of two trade missions in Christchurch at the time of the Show put in considerable time on the stands exhibiting their companies' machines, and other non-involved members of both trade missions visited the Show.

The general public were admitted on three days only. The total attendance during the ten days of the Show was 21,000. The visitors in the main were expert and involved in the engineering field, as was reflected in the volume of business done.

Machinery exhibition for Nairobi

THE AFRICA COMMITTEE of the National Export Council, in conjunction with the Board of Trade, propose to stage a British Machinery Exhibition in Nairobi, Kenya, from January 25 to 29, 1971, for manufacturers in the fields of metal working, wood working, food processing and soft consumer products.

A BNEC spokesman states that the economy of the East African countries is developing rapidly. 'A study in depth of the markets in Kenya, Uganda and Tanzania by BNEC Africa has shown that British machinery manufacturers could, with real sales drive, greatly increase exports to these countries. The Board of Trade and High Commissions support this view.

The East African Governments are determined to increase the degree of processing of raw materials and to move deeply into the industrialization process. This means a growing commitment to capital investment and confirms that an excellent market exists for the products in this exhibition. In Kenya alone the Government plans to expand manufacturing capacity by more than £50 million during the next five years.

Further details about the exhibition, which may qualify for Board of Trade joint venture terms, can be obtained from BNEC Africa, 6-14 Dean Farrar Street, London, S.W.1.

'1969 was the busiest year in the British Menswear Guild's history', said Mr. Myron Ackerman, BMG chairman, at the Guild's annual luncheon last week. The BMG had sponsored 66 store and shop promotions in all parts of the world, and mounted its own promotions in Zurich, Munich, Lisbon and the United States, as well as participating in official British Weeks in Vienna and Tokyo. The Guild had also taken part in menswear exhibitions at Sehm in Paris, Imbex in London, the MRA in Chicago and Cologne, and organized the second Natural Fibres Fashion Show. In addition, it had sponsored a selling mission to the Far East, and particularly in Tokyo a substantial increase in business had been achieved. Selling missions had also been organized in Europe. Exports rose by approximately 15 per cent, reaching a figure of between £14 million and £15 milion. Picture shows left to right: Mr. Derek P. Rose, managing director of Bonsoir Ltd.; Mr. Myron Ackerman, chairman of Chester Barrie Ltd., and the BMG; Mr. George Price and Mr. Eldon Trimingham, both of Trimingham's, Bermuda.

Pictured at the opening ceremony of the third SIMA exhibition in Budapest (left to right foreground): Mr. D. S. L. Dodson, British Ambassador to Hungary; Mr. R. H. C. Foxwell, president of SIMA; Mr. Istvan Bohm, chairman of the Hungarian Society of Measurement and Automation.

The British aerospace industry shows its paces at Hanover Air Show

A report from the British Embassy, Bonn

THE 8th Hanover Air Show, organized by the Society of German Air and Space Firms (Bundesverband der Deutschen Luft und Raumfahrt Industrie), was held at Hanover Airport, Langenhagen, from April 23 to May 3. The show was on a larger scale than any of the preceding ones, and this year covered an area exceeding 23,575 square metres. A total of 334 exhibitors from 14 countries showed the products of 459 companies in three large exhibition halls, and in the outdoor display. The German aerospace industry was again present virtually in full strength with 133 exhibitors.

Of the foreign countries participating, first place was taken by the United Kingdom with 75 companies represented on the Mintech/SBAC joint venture stands in Hall B provided by the Board of Trade. In addition, about 23 other United Kingdom companies were represented outside the joint venture, either showing independently or through their German representatives, and including the large airframe and aero-engine manufacturers. The United States had 68 exhibitors, representing 120 companies, and then came France with 56 exhibitors. Italy were next with 10, Belgium and Sweden five each, Canada two and the Netherlands, Czechoslovakia and the USSR one each. The USSR were appearing at the German Air Show for the first time this year with a contribution of an information stand and two aircraft – the Yak 40 and the Kanov K-26 helicopter.

150,000 visitors

Despite the generally rainy and squally weather for the duration of the show the total number of visitors was about 150,000, a considerable increase over 1968, when the show largely enjoyed the benefit of very fine weather throughout.

The United Kingdom joint venture exhibit extended over three complete bays of Hall B, totalling 32,000 sq. ft., an increase of 10 per cent on the area taken in 1968, and was second only in scale to that of the German industry, representing some 40 per cent of the overall space available to non-German companies. The design scheme for the SBAC, Mintech and Ministry of Defence stands, which was conceived and produced by Exhibitions Division of the Central Office of Information, gave an impressive and business-like appearance. A United States group stand was also located in Hall B, and featured more than 30 leading American companies, whilst a French group exhibit sponsored by USIAS, comprising 24 stands, was in Hall A.

Government support

A number of visits were made to the exhibitors by Ministers and officials during the show. Lord Delacourt-Smith, Minister of State, Ministry of Technology, and Lord Winterbottom, Parliamentary Under Secretary of State, Ministry of Defence, visited all the British joint venture stands in Hall B and the major independent British exhibitors in Hall A (Rolls-Royce, British Aircraft Corporation, Hawker Siddeley, Dunlop and Rotax), as well as the main German exhibitors comprising Messerschmitt-Bölkow-Blohm, VFW, Dornier and MTU in Hall C. The United Kingdom delegation arrived at noon on April 25 and stayed till the following evening. Among senior officials included with the ministerial delegations were Sir Ronald Melville, Secretary (Aviation), Mr. Suffield, Head of Defence Sales, and his deputy Major-General Hall, Sir Christopher Hartley, Controller of Aircraft, Mr. Cornford, Controller of Guided Weapons and Electronics, and Mr. Geraghty, Dep. Sec. B. On April 26 the British Ambassador, Sir Roger Jackling, toured the show. Towards the end of the show, on May 1, Mr. Goronwy Roberts, Minister of State, Board of Trade, visited British firms exhibiting independently as well as the stands of the firms sponsored by the Society of British Aerospace Companies, and of the Ministries of Technology and of Defence. Mr. J. M. Leadbitter, HM Consul-General in Hanover, was also present during these tours.

Mr. Nicholson, the Deputy Controller of Aircraft (Research and Development), attended the VTOL symposium held on April 30 and had a discussion on the following day with Professor Thalau, special Aviation Adviser to the German Government, on VTOL philosophies.

A memorable feature of the British presence at Hanover this year was the dinner given by Lord Delacourt-Smith on April 25. This followed the successful pattern of the dinner given in 1968, and this time German and United Kingdom industrial representation was further extended. The evening was widely considered to have been a great success and was held in an extremely pleasant atmosphere. German guests included Herr Dornier, the president of the BDLI, Dr. Rothe, the Hon. President, Herr Madelung of Panavia, Dr. Knieper of VFW and Dr. Müller of the engine firm MTU, as well as Professor Thalau and Herr Schneider, the managing director of the BDLI organization.

United Kingdom mounts flying display

Despite unpleasant weather conditions the United Kingdom again mounted a very successful flying display as part of the 'British Day' activities on April 26. This featured a comprehensive selection of British military and civil aircraft, commencing with the Lightning and including the Trident, HS 125 Phantom, Wessex and Sea King. In addition, the bad weather cleared up sufficiently towards the end of the programme to enable the Harrier to give another of its impressive performances, which could without doubt be regarded as one of the Highlights of this year's Hanover Air Show. As well as its participation in the actual flying programme, the Islander aircraft again ran a daily shuttle service between the Hanover Trade Fair and the Air Show, which proved popular.

In general, the British aerospace industry can looks back with satisfaction at its participation in the Hanover Air Show of 1970, in which the level of serious trade inquiries was high. Toge ther with the Ministry of Technology's stand, which demonstrated the work of 15 research establishments and which thus publicized the specialized government facilities supporting the United Kingdom aerospace industry, a competent all-round industrial capacity was expertly presented on the British stands at the show.

PRODUCTION ENGINEERING RESEARCH ASSOCIATION
(Translations Department)
MELTON MOWBRAY, LEICESTER

FRENCH COURSE
ON
MACHINE TOOLS

To be held at PERA

11th and 12th JUNE, 1970

Staff Lecturer: **M. Emile R. Schamp**
Technicien C.M. Mlz
Agrégé E.T.S.I. Mlz

Programme

Thursday

Introduction by Mr. P. I. Tesoriere, Manager, PERA Translations Department.
Reading: Machine-Tool Terminology, Gear Data.
Machine-Tools: Description/Terminology.
Machine-Tools: Operations. French Films.
Lathe: Cutting Tools. Machine Tools: Part 1.
Correspondence and Documentation.

Friday

Machine Tools: Part 2. Correspondence and Documentation. Chucks: Description and Uses.
Heat Treatment: Part 1 (Trempe/Revenu/Définitions/Buts). Heat Treatment: Part 2 (Recuit/Définition/But). French and English Films.

Préliminaires de la Commande Numérique.
Delegates discuss personal industrial or professional problems.

This Course (Fee £20, inclusive of lunch and refreshments) is part of a regular programme of Language Courses organized by PERA.

Mrs. M. Fenton, Language Course Co-ordinator.
Please forward full details and application form for your Two-Day French Refresher Course to be held at PERA 11th and 12th June, 1970.

Name .....

Address .....

.....

.....

.....

.....

Tel.: Melton Mowbray 4133, Ext. 336
Telex: 34684

BE UP-TO-DATE
GET IN
CONTACT WITH
AN EXPANDING
MARKET

The most important
appointment in Southern Italy
and in the Mediterranean

Bari 10th - 23rd September 1970

First International Fair, Bucharest: more space available for UK exhibitors

THE BOARD OF TRADE are organizing a British Pavilion at the 1st International Fair in Bucharest (October 13 to 24). The Rumanian Chamber of Commerce have arranged the Fair into ten specialized sections as follows:

(a) Machine tools, such as: cutting machine tools, fault detection instruments and devices, cutting tools, automatic machines for special operations, equipment for rolling contact bearing industry
(b) Welding-machines and accessories
(c) Wood-processing machines, such as: furniture and finished product machines, particle, hard-board and plywood plants, and finishing plants
(d) Special mechanical equipment such as pumps and compressors
(e) Installations, equipment and material for generating and supply of electricity, such as: high-, voltage equipment, special machines for the electro-technical industry, transformers, capacitors, relays and low-voltage materials, switchgears, electrical measuring instruments, counters, ammeters, measuring-bridges and resistance-boxes, electric meters, high and low-frequency generators, electric insulation materials, technological production lines for cables and electro-insulating materials, thermonuclear electric plants and heavy-water plants.
(f) Equipment for the telecommunication and electronics industry
(g) Electronic control and automation equipment, such as: equipment for radio electronics industry, equipment for railway and electronic computing centres, equipment for electronic and electro-mechanical data processing (book-keeping and billing machines, electronic computers, statistical and analytical machines, electronic accessories)
(h) Machines and equipment for the textile and knitwear industry, such as: equipment for spinning mills, weaving, finishing, knitwear, clothing, carpets
(i) Electrical and electronic equipment and installations for research, measuring and control purposes, such as: nuclear research reactors and laboratories, electrical, electronic and radiation measuring devices, Röntgen apparatuses and other electrical and electronic medical instruments
(j) Mechanical hand equipment

The preparations for this event are well under way, and 40 firms will exhibit within the British Pavilion. The Fair authorities have now, however, offered us a further, and limited, amount of inside and outside exhibition space if we can make use of it. Any firms producing goods within the above categories which are interested in participating should obtain an application form from Mr. Brian L. Banks, Board of Trade, Fairs & Promotions Branch, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7213) before Friday, May 29. Space will be rented at £13 10s. per square metre and the usual 'fringe benefits' will be available.

Birmingham plans for new National Exhibition Centre

FOLLOWING the proposal for a new national exhibition centre near Birmingham, it was announced on May 13 that the nearby airport terminal will probably be moved at a cost of about £3 million to make communications as perfect as possible.

The formation of a jointly financed development, management and marketing company – The National Exhibition Centre Ltd. – was also made public by the Birmingham Corporation and the Birmingham Chamber of Commerce and Industry.

Mr. Noel Bond-Williams, one of the eight directors of the new company and president of the Chamber, said: 'It is doubtful whether anywhere in the world has a centre with such an ideal site and excellent communications'.

The £15 million Government-backed centre will occupy a site of approximately 310 acres with exhibition halls which will cover one million square feet and is expected to open during 1973-74. It is readily accessible from all parts of Britain and the world, with the adjacent Birmingham airport rapidly becoming one of international standing. The main Birmingham-London railway line passes through the perimeter of the site and a direct link with the centre is readily available. A planned link-road will provide access to the country's national motorway network, giving fast access to any part of Britain.

Alderman Frank Griffin of the Birmingham City Council said, 'The whole concept must be one in which a truly national exhibition centre is designed with the help of industry and run by industry, with all the amenities in design and performance and cost effectiveness.'

Mr. Bond-Williams reported that support had been received from organizations both at home and overseas, including the Commonwealth Chambers of Commerce. During the exhibition centre's first year the full area is expected to be occupied for between 100/150 days, which he said was 'close to a profitable level.' He added that on the Continent exhibitions were a growth industry and he felt that this would be the case in Britain very soon.

The site will include an artificial lake, hotel and motel complex, shops and banks, car parks, residential accommodation, conference facilities and many other amenities.

It is planned that a further 2,500 hotel rooms of good quality will be added to the area's accommodation facilities in nearby towns, and two of the universities in the city centre have rooms which can be utilized during student vacations.

Standing in open countryside, the site is eight miles from Birmingham, Britain's second largest city, and 100 miles from London. The abundance of space surrounding it allows for expansion and will enable all the exhibition stands to be on one level. Thus dispensing with first-floor galleries, which have for so long been unpopular with exhibitors.

Third SIMA exhibition in Budapest

A report from the British Embassy, Budapest

THE SCIENTIFIC Instrument Manufacturers Association and the Board of Trade recently staged the third SIMA exhibition to be held in Budapest. Arrangements for the exhibition were made by the Hungarian Federation of Technical and Scientific Societies (MTESZ). The Hungarian Society of Measurement and Automation sponsored the event and Mr. Istvan Bohm, the chairman of the society, welcomed the exhibitors to Hungary. At a press conference Mr. R. H. C. Foxwell, president of SIMA, gave deails of the Agreement on Co-operation concluded between SIMA and the Hungarian Instruments Manufacturing Association (MME) at the end of 1969. Among its objectives the Agreement specially included taking advantage of each partner's special areas of knowledge and skill in the field of measurement control and keeping each other better informed of developments of mutual interest to the industries of both countries. In addition, each association undertook to assist its partner to improve its proportion of instruments imported by Hungary and the United Kingdom.

The opening ceremony was performed by the British Ambassador to Hungary, Mr. D. S. L. Dodson. In his opening speech Mr. Dodson stressed the importance attached by the British Government to the development of trade and co-operation with Hungary. He pointed out that the exhibition should prove a valuable follow-up to the Agreement signed between the British and Hungarian Associations of Instrument Manufacturers.

Some 20 firms displayed a wide range of scientific instruments with applications in the fields of electronics, optics, physics, hydraulics, thermal measurement and medical engineering. Experts in these fields from Hungarian research establishments, enterprises and foreign trading companies received personal invitations to visit this specialized exhibition. During the period of the event some 6.000 visitors viewed the displays. A successful film-showing took place and United Kingdom experts delivered seven technical lectures, each of which attracted a large number of specialists. Exhibitors were able to demonstrate their latest equipment and United Kingdom firms' representatives reported making a large number of new contacts. Many promising inquiries were received and some United Kingdom companies obtained firm orders for units of equipment whilst the exhibition was in progress.

Before his departure from Budapest, Mr. Foxwell indicated that the Scientific Instruments Manufacturers Association hoped to stage a further exhibition within the next two years.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

1971 British Trade Week in Hamburg will link capital and consumer goods

IN AUTUMN 1971 Hamburg will be the scene of a new type of promotion linking capital goods, services and consumer goods. The joint sponsors, the Board of Trade and the BNEC Export Council for Europe, propose that this promotion should provide specific opportunities to deepen and broaden associations between the United Kingdom and the City of Hamburg in all sectors of commerce and trade, banking, insurance, shipping, tourism, capital plant and machinery, and consumer goods. The aim is to involve all the commercial and industrial interests, and the general public.

An essential feature, therefore, of the Trade Week will be the concentration of British consumer goods on display in the main departmental stores and the many high-class specialist shops in the principal shopping area of the City of Hamburg. A Consumer Durables Exhibition and a British Fashion Show are also planned. Arrangements will be made to bring together commercial respresentatives of the City of London and the City of Hamburg to speak on and discuss matters of common interest in the fields of banking, insurance and services ancillary to mutual trading between the United Kingdom and Germany.

In the field of industrial and technological development, British and German management and production personnel will be encouraged to present papers, and exchange ideas on new techniques and the plant and machinery developed to exploit them. The tourist industry will be publicized by displays featuring Britain's natural and cultural heritage.

United Kingdom exports to Germany, including re-exports, increased from £286 million in 1967 to £363 million in 1968 and £414 million in 1969. Germany maintains its position as our second largest overseas market after the United States.

Hamburg is not merely a port but the largest industrial city in Germany with a population of 2¼ million. As an international centre of trade it is an important shop window and distribution point for British products into the German market.

Now Tournai is staging a British Shopping Week

A BRITISH Shopping Week in which about 350 shops and three major department stores are taking part, will be held from June 11 to 20 in the historic city of Tournai on the Belgian-French border. This will be the third Belgian city (following Bruges and Genk whose retailers have put on a town-wide British promotion since the major British Week in Brussels in 1967, and it promises to be one of the most important events of its kind in Europe this year.

The British Shopping Week in Tournai is organized by a committee of prominent local businessmen, with the active assistance of the British Embassy in Brussels. The Burgomaster, Maitre Hachez is taking a keen personal interest in it, and the Board of Trade is providing display material of all kinds, and has helped to arrange some of the supporting events on behalf of the committee.

Shops in some 17 streets of Tournai are taking part in this simultaneous promotion of British products. They include branches of three Brussels stores – Sarma, Unic and G.B. Supermarkets – all of which played a notable part in the British Week in Brussels. The Tournai branch of the Société Générale de Banque (Belgium's leading bank, whose headquarters branch also participated actively in Brussels) is running a poster competition on the British Week theme.

The British Shopping Week is timed to cover the period of a traditional event, 'Les Quatres Cortèges' (June 13 and 14), which incorporates an international music festival and attracts a considerable number of visitors to Tournai not only from neighbouring Belgian towns but also from Northern France and elsewhere. More than 1,000 agents of British firms have been circularized by the Embassy to ensure that Tournai retailers will have sufficient stocks of British goods to meet the greatly increased demand that is expected during the Week.

Supporting events

With the help of the Board of Trade and the British Council, the organizers are arranging an attractive programme of supporting events, which will include performances by the Alamein Staff Band (a famous British military band which is taking part in the international music festival) and, it is hoped, an exhibition of contemporary painting by a well-known British artist, a performance by a British experimental theatre group, and other cultural events. There will also be displays of British cars and fashions, Scottish pipers, at least two British pubs, and an exhibition on regional development with a film on town traffic problems.

Inaugural conference for British Week in San Francisco

A CONFERENCE will be held in San Francisco on May 26 to inaugurate the British Week which will be staged there from October 1-9, 1971, as was announced by Mr. Roy Mason, President of the Board of Trade, last November. The principal speakers at the inaugural conference will be the British Ambassador, Mr. John Freeman; Mr. Joseph Alioto, Mayor of San Francisco; and Lord Rootes, chairman of the United States committee of the British National Export Council.

The British Week will be organized by the Board of Trade, who have set up a special office in San Francisco, in association with the BNEC.

Note:

The British Week in San Francisco will be one of the main events during the British Trade Drive 'Target California', which begins in 1970 and will continue for several years. It is also the first major British Week to be held in the United States. Three previous British Weeks have been held outside Europe: in Hong Kong (1966); Toronto (1967); and Tokyo (1969).

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

Smallest TV camera

THE WORLD'S smallest commercially available TV camera will be featured by the EMI Television Equipment Division at the Non-Destructive Testing Exhibition, Hanover (June 1-5) in a joint venture display sponsored by the London Chamber of Commerce and supported by the Board of Trade. The minature CCTV camera provides remote visual examination of otherwise inaccessible locations, such as the inside of small bore pipes. Boiler tube inspection, for example, can be completed without expensive dismantling or unearthing of buried pipes.

Thorn Lighting at Amsterdam show

A COMPLETELY NEW range of inset lighting fittings for airport runways and taxiways will be the leading item on Thorn Lighting's stand at the International Airport Construction and Equipment Exhibition, Schipol, Amsterdam (June 29-July 4). The company are exhibiting as part of a joint venture between the London Chamber of Commerce and the Board of Trade.

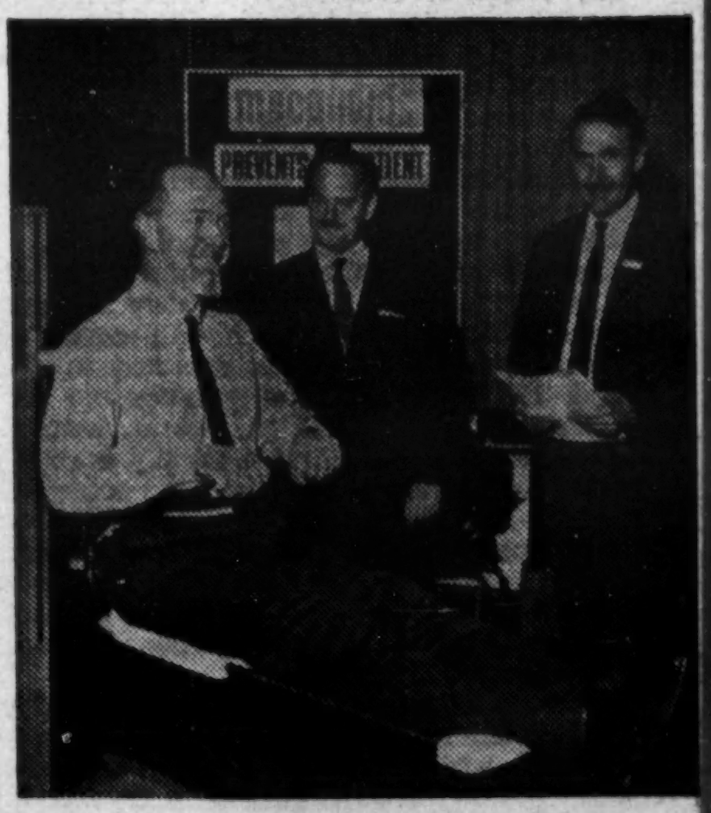
Recently installed at Heathrow, Gatwick, Prestwick and Manchester airports, the new fittings (which are designed to use the latest Thorn-developed tungsten-halogen lamps) include centre-line, touchdown zone, and runway edge types and a series of taxiway versions.

Edwards equipment at Achema

EDWARDS High Vacuum International is exhibiting equipment at Achema, Frankfurt, from the comprehensive range of plant, components and instruments that it manufactures and markets throughout the world. Products include pumps for all levels of vacuum control equipment, metering and analytical instruments, drying plant, vacuum coaters and metallurgical plant. Specific exhibits illustrate many of these aspects and working systems will show their use.

New items of equipment, being shown for the first time, are: E012 vapour diffusion pump; series 70 total pressure gauges; high sensitivity E180 partial pressure gauge; EF6 series freeze dryer.

Many of the items of equipment are working on the stand.



Trying out the Mecanaids Ambulift, now well established in this country and in use in hospitals and nursing homes throughout Britain, at the Hospital Centre in London. Mr. A. Norager, Mecanaids Danish representative, is watched by Mr. David James (left), managing director of the company and designer of the system, and Ian Wright, English representative.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom Aid to developing countries

GIBRALTAR

THE MINISTRY of Overseas Development has engaged Messrs. Hugh Wilson & Lewis Womersley, London architects, to prepare a preliminary plan for a housing scheme on the viaduct reclamation site in Gibraltar. The architects will be responsible for the engagement, but will be associated in carrying it out with two other firms, Messrs Widnell & Trollope and Messrs. Ove Arup and Partners.

The preliminary study is being made under British technical assistance arrangements at the request of the government of Gibraltar. Detailed recommendations will be made on the types and sizes of housing units best suited to the Gibraltar circumstances and the essential communal facilities, road works and services which would be provided on the proposed site.

The report will also investigate and recommend the building system best suited to the circumstances with particular attention to the need to reduce subsequent maintenance costs to a minimum.

It will consider any other construction works proposed in the Gibraltar development programme which could usefully be grouped with the housing project under the same consultive direction. The architects will also prepare a construction programme including preliminary estimate of the capital cost to accord with the Gibraltar government's requirements.

Italy and Somali Republic

THE ITALIAN *Gazzetta Ufficiale* of March 18 published Presidential Decree No. 1209 of September 20, 1969, stating that the Agreement on trade and payments between Italy and the Somali Republic signed in Rome on October 9, 1967, is now in force.

The Agreement is for a period of two years and can be renewed yearly by tacit agreement unless denounced by either party on three months' notice.

Exports from Somalia will include tropical fruits, agricultural products, live animals and meat, fish, sugar and molasses, skins, cotton, alcohol and gum arabic.

Exports from Italy will include flour, rice, preserved foodstuffs, wines, beer, olive oil, tobacco, cotton yarn, fabrics and made-up goods, woods and furniture, metallurgical products, machinery and equipment, tractors, vehicles of all types, electrical, radio and telephonic equipment, mechanical equipment, pharmaceuticals, tyres, electric cables and films including foreign films dubbed in Italian.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/7068/7069).

France and Spain

THE FRENCH *Moniteur du Commerce International* of April 23 announced that the Trade Agreement of November 27, 1963, between France and Spain was renewed on January 23, 1970, for the period November 1, 1969, to October 31, 1970.

In accordance with EEC Regulations No. 2513/69, certain vegetables and fruits are no longer subject to quantitative restrictions and, consequently, the agreed quota lists have been modified.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288) where the French text may be seen.

Double taxation

THE BOARD of Inland Revenue announce that the following were published on May 8 as Schedules to draft Orders in Council:

the Double Taxation Agreement with Barbados which was signed on March 26;

the Agreement signed on April 9 amending the Arrangement with Botswana;

the Protocol signed on March 23 amending the Double Taxation Convention with the Federal Republic of Germany;

The Protocol signed on April 20 amending the Double Taxation Convention with Israel.

New agents in Sweden have been appointed by Wm. Sanderson & Son Limited, distillers and blenders of Vat 69 Scotch Whisky. They are AB Nordman & Co. Ltd., who are responsible for the marketing of wines, spirits and tobacco products in Sweden as a subsidiary of the Nordquist Group of Companies. In the photograph are (left to right) Mr. Lennart Billback, Nordman's sales manager; Mr. Ambrose Smith, sales director of Wm. Sanderson & Son Ltd.; Mr. Kenneth J. Ross, Sanderson's vice-chairman and managing director; Mr. Bengt Nordquist, managing director of Arvid Nordquist, and Mr. Gunnar Norderdal, sales director of AB Nordman & Co. Ltd.

Representatives for the past 17 years of publishers in 137 countries for advertising and subscriptions.

LEBANON

Population 2,550,000. Capital: Beirut. Currency: 100 piastres = Lebanon £. Exchange rate 7.60.

AL JAMHOUR

Weekly. Circ. 28,000; Beirut; Arabic; screen 75. Rates: pg. £17 14s. 2d. (rate card May 1968). An unaligned and moderate newspaper circulating all over the Arab world. *Sub.* £9 p.a.

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals. £5

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Opportunities for exporters—calls for tender

BOT JOURNAL SUMMARIES OF EXPORT SERVICE BULLETIN TO END IN JUNE

The final edition of the Board of Trade's Export Service Bulletin will be on June 1, 1970, and the final summary of Bulletin items will be that in the edition of the *Board of Trade Journal* on June 3.

A new Export Intelligence Service will commence on June 2, 1970. The new service (which was described in detail in the *Board of Trade Journal* of January 7) will provide each exporter with overseas commercial information tailored to his individual needs in terms of the goods or services he exports, the markets on which he seeks information and the types of information he wants. Exporters who have not yet joined the Export Intelligence Service are referred to the announcement on page 1364 of this issue.

ALGERIA

Bulletin 90/70

SNCG:
Laboratory Equipment. June 29. E.S.B. 57626/70/J.

ARGENTINA

Bulletin 87/70

MINISTERIO DEL INTERIOR:
*Printing Equipment. June 11. E.S.B. 57404/70/J.

AUSTRALIA

Bulletin 87/70

BRISBANE CITY COUNCIL:
*40s. Cable and Accessories. June 3. E.S.B. 51400/70/J.

Bulletin 88/70

METROPOLITAN BOARD OF WORKS:
Construction of Pumping Station. (Pre-qualification.) Closing date not known. E.S.B. 57509/70/J.
HIGHWAYS DEPARTMENT OF SOUTH AUSTRALIA:
Construction of Bridge. July 28. E.S.B. 57507/70/J.
BOUGAINVILLE COPPER PTY. LTD.:
Construction of Hospital. June 8. E.S.B. 57460/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*27s. Circuit Reclosures. (Further Information.) E.S.B. 59646/70/J.

BELGIUM

Bulletin 88/70

SHAPE:
Noise Measuring Set, Level Meter. June 23. E.S.B. 57473/70/J.

BRAZIL

Bulletin 87/70

COMPANHIA METROPOLITAN DE AQUAS DE SAO PAULO:
Construction Equipment. Closing date not stated. E.S.B. 57381/70/J.

Bulletin 90/70

STATE UNIVERSITY OF CAMPINAS:
Project. July 29. E.S.B. 57695/70/J.

BURMA

Bulletin 87/70

INDUSTRIAL DEVELOPMENT CORPORATION:
*4s. Pipes and Fittings. June 5. E.S.B. 57436/70/J.
UNION OF BURMA RAILWAY BOARD:
Watches. June 4. E.S.B. 57266/70/J.
Voltage Stabilizer. June 4. E.S.B. 57267/70/J.
*Glass. June 4. E.S.B. 57518/70/J.

Bulletin 89/70

MYANMA BAWDWIN CORPORATION:
*3s. Pneumatic Riveter; Button Head Snaps. June 10. E.S.B. 57578/70/J.
MINISTRY OF NATIONAL PLANNING:
*5s. Hot Water Boilers. June 11. E.S.B. 58579/70/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. Gas Welding Set. June 10. E.S.B. 57588/70/J.
*3s. Concrete Mixer. June 10. E.S.B. 57589/70/J.
*3s. Bolt and Pipe Screwing Machine. June 10. E.S.B. 57590/70/J.
*3s. Lathe Machines. June 10. E.S.B. 57591/70/J.
*3s. Oil Furnace. June 10. E.S.B. 57603/70/J.
*3s. Drill Sharpening Machine. June 10. E.S.B. 57604/70/J.
PUBLIC WORKS CORPORATION:
*4s. Polyvinyl Chloride Compound. June 4. E.S.B. 57593/70/J.
MYANMA OIL CORPORATION:
*3s. Crystal Unit. June 6. E.S.B. 52595/70/J.
PUBLIC WORKS CORPORATION:
*4s. Exhaust Fan. June 1. E.S.B. 57592/70/J.
*5s. Paper, Wire, Phenolic Composition, Holders, Screws. June 2. E.S.B. 57594/70/J.

CANADA

Bulletin 88/70

SASKATCHEWAN POWER CORPORATION:
*87s. Pumps. June 1. E.S.B. 56956/70/J.

Bulletin 89/70

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Dam Gates. June 2. E.S.B. 57606/70/J.

Bulletin 90/70

MANITOBA HYDRO:
Transformers. June 18-22. E.S.B. 57682/70/J and 57727/70/J.

CEYLON

Bulletin 87/70

CEYLON CEMENT CORPORATION:
*8s. Air Compressor. (Further Information.) E.S.B. 57001/70/J.

Bulletin 90/70

STATE PRINTING CORPORATION:
Printing Materials. June 5. E.S.B. 57674/70/J.
CEYLON GOVERNMENT RAILWAYS:
Telephones and Telegraph Cables, Renewal Materials. June 14. E.S.B. 57683/70/J.
STATE ENGINEERING CORPORATION OF CEYLON:
*2s. Steel Plates. June 9. E.S.B. 57706/70/J.
*2s. Steel Rounds and Bars. June 10. E.S.B. 57707/70/J.

CHILE

Bulletin 87/70

EMPRESA NACIONAL DE ELECTRICIDAD:
*21s. Tele-Control Equipment. July 21. E.S.B. 57294/70/J.

COLOMBIA

Bulletin 88/70

EMPRESAS DEPARTMENTALES DE ANTIOQUIA:
Oil Storage Tanks and Accessories. June 2. E.S.B. 57472/70/J.

COSTA RICA

Bulletin 87/70

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. Cable Terminal Boxes. June 1. E.S.B. 57268/70/J.

Bulletin 90/70

*1s. (Press Notice in Spanish.) Transformers. June 10. E.S.B. 57681/70/J.

ETHIOPIA

Bulletin 91/70

WATER RESOURCES DEPARTMENT:
Casings. June 6. E.S.B. 57728/70/J.

GREECE

Bulletin 87/70

MINISTRY OF TRADE:
*3s. Printers Equipment. June 5. E.S.B. 57402/70/J.
*3s. Stereoconverting Instrument. June 8. E.S.B. 57403/70/J.
*4s. Speed Meters. June 10. E.S.B. 57405/70/J.
*3s. Steam Cleaners. June 3. E.S.B. 57411/70/J.
*4s. Measuring Instrument; Coordinograph. June 10. E.S.B. 57406/70/J.
*3s. Cinematograph Film. June 10. E.S.B. 57256/70/J.
*7s. Surgical and Medical Equipment. June 12. E.S.B. 57387/70/J.
*7s. Frequency Converter. June 10. E.S.B. 57393/70/J.
*6s. Wooden Tie Pads. June 8. E.S.B. 57395/70/J.
*3s. Magnetic Tapes. June 5. E.S.B. 57396/70/J.
*5s. Capitonned Machine with Spool Attachments. June 12. E.S.B. 57429/70/J.
*Welders Gloves; Snowshoes. (Further Information.) E.S.B. 56339/70/J.
*3s. Scarifiers. June 5. E.S.B. 57388/70/J.

Bulletin 89/70

DIRECTOR GENERAL OF PROCUREMENTS:
*7s. Duplicators. June 12. E.S.B. 57555/70/J.
INSTITUTE OF SOCIAL INSURANCE:
*9s. Pharmaceuticals. June 30. E.S.B. 57556/70/J.

Bulletin 91/70

MINISTRY OF TRADE:
*3s. Paper Shredding Machine. June 17. E.S.B. 57779/70/J.

HONG KONG

Bulletin 88/70

GOVERNMENT SUPPLIES DEPARTMENT:
*15s. Valves. June 12. E.S.B. 57513/70/J.

Bulletin 90/70

CENTRAL TENDER BOARD:
Lease of Land. June 19. E.S.B. 57586/70/J.

INDIA

Bulletin 87/70

FERTILIZER CORPORATION OF INDIA LTD.:
H_2S Removal Catalyst. (Further Information.) Closing date extended to June 30. E.S.B. 56326/70/J.

Bulletin 88/70

BEAS PURCHASE ORGANIZATION:
*4s. Induction Motor. (Further Information.) E.S.B. 55985/70/J.
HEAVY ENGINEERING CORPORATION LTD.:
Gear Hobs; June 6. E.S.B. 57463/70/J.
*2s. Electrographic Reproducing Machine. June 16 E.S.B. 57462/70/J.
INTEGRAL COACH FACTORY:
*15s. Roller Bearings. (Further Information.) E.S.B. 56860/70/J.
HINDUSTAN COPPER LTD.:
*34s. Energy Meter. (Further Information.) E.S.B. 56319/70/J.
SOUTH EASTERN RAILWAY:
Railway Route Relay Interlocking System. June 22. E.S.B. 57464/70/J.
INDIA SUPPLY MISSION:
Power Press. July 6. E.S.B. 57512/70/J.

Bulletin 90/70

BHABHA ATOMIC RESEARCH CENTRE:
*6s. Pumps. June 5. E.S.B. 57715/70/J.

INDONESIA

Bulletin 89/70

DEPARTMENT OF PUBLIC WORKS AND POWER:
Highway Project. July 15. E.S.B. 57675/70/J.

IRAN

Bulletin 87/70

IRANIAN TOBACCO COMPANY:
*6s. Filter Adhesive. June 18. E.S.B. 57417/70/J.

Bulletin 90/70

IRANIAN STATE RAILWAYS:
*13s. Railway Wagons. July 4. E.S.B. 57697/70/J.

Bulletin 91/70

IRANIAN TOBACCO COMPANY:
*Packing Machine. June 10. E.S.B. 56581/70/J.

Brief details are given here of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletin, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcements is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

Do you suffer from Manual labour trouble? We mean, do you have trouble preparing your technical manuals? Our Technical Editing service can relieve you of the worry.
Then, dear Manual labourers, consult

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Technical Editing Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

or

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

IRAQ

Bulletin 87/70

MINISTRY OF DEFENCE:
*2s. Field Telephone Equipment. June 14. E.S.B. 57415/70/J.
IRAQI PORTS ADMINISTRATION:
*4s. Fork Lift Trucks. (Further Information.) E.S.B. 56756/70/J.
MINISTRY OF OILS AND MINERALS:
*17s. Electrical Equipment. June 20. E.S.B. 57414/70/J.
DIRECTORATE GENERAL OF RAILWAY SERVICE:
Girders. June 1. E.S.B. 57399/70/J.

Bulletin 88/70

ADMINISTRATION AND DISTRIBUTION OF OIL PRODUCTS:
*Meter Tickets. June 20. E.S.B. 56762/70/J.

Bulletin 90/70

MINISTRY OF WORKS AND HOUSING:
*Construction of Houses. (Further Information.) E.S.B. 55322/70/J.

IRISH REPUBLIC

Bulletin 91/70

DUNDALK URBAN DISTRICT COUNCIL:
Signal Equipment. June 4. E.S.B. 57700/70/J.

IVORY COAST

Bulletin 90/70

MINISTERE DE L'ECONOMIE RURAL:
Equipment for Residential College. July 18. E.S.B. 57699/70/J.

JAMAICA

Bulletin 89/70

THE WATER COMMISSION:
*3s. (Announcement Only.) Water Supply Scheme. July 9. E.S.B. 57534/70/J.

JORDAN

Bulletin 89/70

ROYAL MEDICAL SERVICES:
Cleansing Materials; Plastic Dispensers; Medicated Soaps. June 2. E.S.B. 57459/70/J.
*5s. X-Ray Equipment and Accessories. June 4. E.S.B. 57568/70/J.
*5s. Dentistry Preparations and Supplies. June 6. E.S.B. 57572/70/J.
*17s. Sera and Blood Testing Chemicals. June 11. E.S.B. 57573/70/J.

Bulletin 91/70

*1s. Autoclaves; Sterilizers. June 9. E.S.B. 57564/70/J.
*1s. X-Ray Films and Accessories. June 9. E.S.B. 57763/70/J.
JORDAN PETROLEUM REFINERY CO. LTD.:
*1s. Nuts, Bolts and Screws. June 14. E.S.B. 57760/70/J.
Diethyline Glycol. June 14. E.S.B. 57761/70/J.
Tyres and Tubes. June 14. E.S.B. 57759/70/J.

KOREA

Bulletin 89/70

OFFICE OF SUPPLY:
*4s. Potassium Nitrate; Citric Acid. June 5. E.S.B. 57455/70/J.

KUWAIT

Bulletin 87/70

MINISTRY OF EDUCATION:
*59s. (In Arabic.) Laboratory Equipment and Chemicals. June 14. E.S.B. 57384/70/J.
*24s. (In Arabic.) Sports Articles. June 9. E.S.B. 57385/70/J.
*12s. (In Arabic.) Tents. June 7. E.S.B. 57386/70/J.
MINISTRY OF PUBLIC HEALTH:
*13s. (In Arabic.) Injections. June 28. E.S.B. 57383/70/J.
*14s. (In Arabic.) Pharmaceuticals. June 30. E.S.B. 57382/70/J.

LEBANON

Bulletin 87/70

UNIVERSITE LIBANAISE:
*24s. Laboratory Equipment and Supplies. June 16. E.S.B. 57189/70/J.

MALAYSIA

Bulletin 87/70

MINISTRY OF DEFENCE:
*5s. Milling Machine. June 11. E.S.B. 57227/70/J.

Bulletin 88/70

DRAINAGE AND IRRIGATION DEPARTMENT:
*27s. Pumps. June 10. E.S.B. 57390/70/J.

Bulletin 89/70

SABSH ELECTRICITY BOARD:
*5s. Transformer Oil Centrifuge. June 12. E.S.B. 57607/70/J.

Bulletin 90/70

STATE CENTRAL TENDERS BOARD:
*1s. Outboard Motors. June 8. E.S.B. 57705/70/J.
*7s. Steel Pipes and Fittings. June 8. E.S.B. 57435/70/J.
NATIONAL ELECTRICITY BOARD:
Turbo Alternators. (Advance Information.) Closing date not known. E.S.B. 57710/70/J.

MALTA

Bulletin 87/70

TREASURY:
*9s. Tabulating Forms. June 11. E.S.B. 57283/70/J.
*X-Ray Film. June 11. E.S.B. 57280/70/J.
Pumps. June 11. E.S.B. 57284/70/J.

Bulletin 89/70

MALTA ELECTRICITY BOARD:
Switchgear and Associated Cables. June 29. E.S.B. 57587/70/J.

Bulletin 90/70

TREASURY:
Air Conditioners. June 18. E.S.B. 57666/70/J.

Bulletin 91/70

*Blankets. June 11. E.S.B. 57726/70/J.

MEXICO

Bulletin 89/70

COMISSION FEDERAL DE ELECTRICIDAD:
*Control Panel and Equipment. June 19. E.S.B. 57612/70/J.

NETHERLANDS

Bulletin 87/70

HQ AFCENT:
Typewriters. June 12. E.S.B. 57376/70/J.
*Offset Paper. June 5. E.S.B. 57375/70/J.

NEW ZEALAND

Bulletin 87/70

POST OFFICE HEADQUARTERS:
*3s. Wire Wrap Gun. June 3. E.S.B. 57317/70/J.

Bulletin 88/70

*3s. Coaxial Connectors. June 9. E.S.B. 57470/70/J.
*3s. Loudspeakers. June 4. E.S.B. 57468/70/J.
*3s. Potentiometers. June 5. E.S.B. 57514/70/J.
*3s. Radio Accessories. June 3. E.S.B. 57469/70/J.
NEW ZEALAND FOREST SERVICE:
*4s. Electric Motors. June 3. E.S.B. 57515/70/J.

Bulletin 89/70

DUNEDIN CITY CORPORATION, ELECTRICITY DEPARTMENT:
*25s. Cable. July 27. E.S.B. 57566/70/J.
POST OFFICE HEADQUARTERS:
*42s. Telephone Cordage. June 5. E.S.B. 57549/70/J.
*3s. Pen Parts. June 5. E.S.B. 57550/70/J.
*5s. Leak Detector. June 4. E.S.B. 57551/70/J.

Bulletin 90/70

*31s. Cable. June 11. E.S.B. 57719/70/J.
NEW ZEALAND FOREST SERVICE:
*4s. Laboratory Apparatus. June 10. E.S.B. 57714/70/J.
*4s. Friction Collector, Monitor, Filter. June 11. E.S.B. 57713/70/J.
*5s. Freeze Drier. June 15. E.S.B. 57712/70/J.

NIGERIA

Bulletin 90/70

MINISTRY OF WORKS AND HOUSING:
Road Rehabilitation. June 6. E.S.B. 57655/7//J.

PAKISTAN

Bulletin 89/70

DIRECTOR OF SUPPLY:
*22s. Universal Testing Machine. (Further Information.) E.S.B. 56224/70/J.
PAKISTAN WESTERN RAILWAY:
Railway Equipment. (Further Information.) E.S.B. 52862/70/J.

PORTUGAL

Bulletin 91/70

JANTA AUTONIMA DE ESTRADOS:
*128s. Construction of Motorways. (Further Information.) E.S.B. 57171/70/J.

SAUDI ARABIA

Bulletin 89/70

MINISTRY OF AGRICULTURE AND WATERS:
Construction of Building. June 2. E.S.B. 57582/70/J.
MINISTRY OF COMMUNICATIONS:
Grinders. June 8. E.S.B. 57537/70/J.
MINISTRY OF WORKS AND SOCIAL AFFAIRS:
Restoration of Social Welfare House. June 14. E.S.B. 57536/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 89/70

MINISTRY OF HEALTH:
*3s. Pharmaceuticals, Chemicals. June 1. E.S.B. 57634/70/J.
PUBLIC WORKS DEPARTMENT:
*4s. Tank Scrapers. June 30. E.S.B. 57540/70/J.
*3s. (Announcement only.) Concrete Lined Steel Pipes and Specials. June 2. E.S.B. 57539/70/J.

Bulletin 90/70

*4s. Sewer Pipes and Laying of Sewer. June 2. E.S.B. 57541/70/J.

Bulletin 91/70

PUBLIC UTILITIES BOARD:
Gas Cocks. June 16. E.S.B. 57729/70/J.
SINGAPORE POLYTECHNIC:
*4s. Laboratory Equipment. June 8. E.S.B. 57745/70/J.

SOUTH AFRICA

Bulletin 87/70

CAPE PROVINCIAL TENDER BOARD:
*10s. Surgical Equipment. May 22. E.S.B. 57352/70/J.
FISHERIES DEVELOPMENT CORPORATION OF SOUTH AFRICA LTD.:
*Dredging and Reclamation of Bay. June 15. E.S.B. 57353/70/J.

Bulletin 88/70

CAPE PROVINCIAL TENDER BOARD:
*4s. Tee Squares, Rulers. June 2. E.S.B. 57495/70/J.

Bulletin 89/70

*4s. Scissors. June 2. E.S.B. 57498/70/J.
STATE TENDER BOARD:
*14s. Balloons. June 3. E.S.B. 57616/70/J.

Bulletin 91/70

*9s. PVC Cover Paper. June 8. E.S.B. 57739/70/J.
*9s. Unglazed Cover Paper. June 8. E.S.B. 57733/70/J.

SPAIN

Bulletin 90/70

JUNTA CENTRAL DE COMPRAS:
Odontology Unit. June 16. E.S.B. 57667/70/J.
Measuring Cloud Ceiling Units. June 15. E.S.B. 57668/70/J.
Telegraphic Terminal Units. June 15. E.S.B. 57669/70/J.

SUDAN

Bulletin 89/70

SUDAN GEZIRA BOARD:
*2s. Abavit/Dieldrin. June 2. E.S.B. 57531/70/J.
*2s. Steel Poles. June 14. E.S.B. 57528/70/J.
*2s. LT Cables and Accessories. June 6. E.S.B. 57599/70/J.
*2s. Transformers, Switchgear, Cable. June 10. E.S.B. 57598/70/J.
MINISTRY OF CO-OPERATION AND RURAL DEVELOPMENT:
*13s. Paint, Jointing Compound, Distemper, Sand Paper, Timber. June 10. E.S.B. 57529/70/J.
*5s. Builders' Hardware, Iron and Steel Flats, Bars, Angles, Wire. June 6. E.S.B. 57530/70/J.

Bulletin 90/70

CONTROLLER OF STORES, SUDAN RAILWAYS:
*11s. Crankshaft Grinding Machine. June 21. E.S.B. 57527/70/J.

(Continued on next page)

ALLISON BROS LTD.

PRINCE RUPERT HOUSE
64 QUEEN STREET,
LONDON, E.C.4
TELEPHONE: 01-248 3894

ESTABLISHED 1917

FULLY COMPREHENSIVE SHIPPING SERVICE
MEMBER OF A.B.T.A.
I.A.T.A. PASSENGER AGENTS
AGENTS FOR PRINCIPAL SEA & AIR LINES

WHICH INTERESTS YOU?

SHIPPING & FORWARDING (Export or Import) ☐
TRAVEL ☐ CARTAGE ☐ INSURANCE ☐
STORAGE ☐ PACKING ☐

(Please tick appropriate section and complete coupon—no obligation)

NAME .....
INDIVIDUAL TO BE CONTACTED .....
ADDRESS .....
.....
PHONE NUMBER .....

OPPORTUNITIES FOR EXPORTERS, *continued*

SYRIAN ARAB REPUBLIC
Bulletin 87/70
GENERAL PETROLEUM CO.:
*3s. Wireless Apparatus. (Further Information.) E.S.B. 56579/70/J.
*2s. Drum Closures. (Further Information.) E.S.B. 56588/70/J.
Bulletin 89/70
*3s. Laboratory Instruments and Materials. (Further Information.) E.S.B. 57157/70/J.
*2s. Pump. (Further Information.) E.S.B. 57156/70/J.
Bulletin 91/70
MAJOR PRODUCTS ORGANIZATION:
Wheat Handling Machinery. July 4. E.S.B. 57652/70/J.

TAIWAN
Bulletin 88/70
CENTRAL TRUST OF CHINA:
*3s. Endrin. June 1. E.S.B. 57361/70/J.
*2s. Tyres and Tubes. June 8. E.S.B. 57475/70/J.
*2s. Zinc Plate. June 6. E.S.B. 57477/70/J.
*1s. Steel Plate. June 5. E.S.B. 57478/70/J.
Chain. June 5. E.S.B. 57479/70/J.
*27s. Charge and Reboiler Heaters. June 25. E.S.B. 57483/70/J.
*3s. Hydraulic Press. June 15. E.S.B. 57484/70/J.
*6s. Sprayer; Tea Plucking Machine; Microscopes; Refractometer. June 12. E.S.B. 57485/70/J.
*1s. Crucible. June 4. E.S.B. 57486/70/J.
*4s. Bearings. June 4. E.S.B. 57487/70/J.
*1s. Porosity Testers. June 3. E.S.B. 57488/70/J.
*38s. Hopper Cars. June 29. E.S.B. 57439/70/J.
*33s. Hopper Cars. June 24. E.S.B. 57461/70/J.
*7s. Steel Rail. June 27. E.S.B. 57474/70/J.
*2s. Torsiograph. June 22. E.S.B. 57364/70/J.
*3s. Parathion, Toxanon. June 1. E.S.B. 57365/70/J.
*1s. Monoethanolamine. June 1. E.S.B. 57360/70/J.
*5s. Pneumatic Hammer. June 3. E.S.B. 57358/70/J.
*4s. Railway Wagon Mover. June 26. E.S.B. 57363/70/J.
*4s. Lightning Arresters. June 1. E.S.B. 57359/70/J.
Bulletin 89/70
*3s. Platinum/Rhodium Gauze. June 29. E.S.B. 57520/70/J.
*2s. Roller Guides for Rolling Mill. June 6. E.S.B. 57521/70/J.
*3s. Surveying Instruments. June 6. E.S.B. 57522/70/J.
*2s. X-ray Film Developing Machine. June 4. E.S.B. 57523/70/J.
*2s. Standard Mesh Sieve. June 4. E.S.B. 57524/70/J.
*2s. Pipe. June 4. E.S.B. 57525/70/J.
*34s. Rolling Stock. June 26. E.S.B. 57440/70/J.
*5s. Truck-Tractor and Trailer. June 27. E.S.B. 57500/70/J.
*4s. Ropes. June 30. E.S.B. 57543/70/J.
*1s. Electric Cord and Wire Testing Oven. June 15. E.S.B. 57544/70/J.
*2s. Burden Boxes. June 9. E.S.B. 57545/70/J.
*2s. Steel Valves. June 8. E.S.B. 57546/70/J.

TANZANIA
Bulletin 90/70
MINISTRY OF COMMUNICATIONS TRANSPORT AND LABOUR:
Vehicles and Plant. June 26. E.S.B. 57670/70/J.

THAILAND
Bulletin 87/70
STATE RAILWAY OF THAILAND:
*2s. Grinding Machine. June 3. E.S.B. 57346/70/J.
*2s. Grinding Wheels. June 1. E.S.B. 57350/70/J.
Copperweld Wire Accessiroes. June 3. E.S.B. 57249/70/J.

This Edbro Hi-Lift cargo-handling vehicle, built specially to serve the new generation of Jumbo jet aircraft, has been shipped to Bermuda where it will be operated by Air Services Bermuda. Based on a Dodge K.950 chassis with York trailing third axle, it is identical to 11 Hi-Lift vehicles now being built for BOAC by Edbro Ltd., Bolton, Lancashre.

METROPOLITAN ELECTRICITY AUTHORITY:
*37s. Meters. June 19. E.S.B. 57253/70/J.
WEAVING ORGANIZATION:
Textile Winding Machine. June 8. E.S.B. 57309/70/J.
Bulletin 88/70
STATE RAILWAY OF THAILAND:
Steel Channel. June 1. E.S.B. 57452/70/J.
Bulletin 89/70
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Transformers. July 15. E.S.B. 57533/70/J.
Lift. July 15. E.S.B. 57532/70/J.
STATE RAILWAY OF THAILAND:
*2s. Circular Saw Sharpening Machine. June 2. E.S.B. 57452/70/J.
Bulletin 90/70
Workshop Tools. June 5. E.S.B. 57687/70/J.
Rubber Floor Covering. June 4. E.S.B. 57691/70/J.
Electrical Equipment. June 5. E.S.B. 57692/70/J.
Canvas. June 4. E.S.B. 57690/70/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*17s. Transformers. June 26. E.S.B. 57636/70/J.

TUNISIA
Bulletin 87/70
SOCIETE NATIONALE DE CHEMINS DE FER TUNISIENS:
*82s. Steel Clips. August 5. E.S.B. 57379/70/J.
*65s. (In French.) Steel Sleepers. August 4. E.S.B. 57378/70/J.
Bulletin 88/70
SOFREGAZ:
Piping. (Advance Information.) E.S.B. 57357/70/J.

TURKEY
Bulletin 91/70
NAVAL FORCES COMMAND:
*12s. Foam Liquid. August 5. E.S.B. 57654/70/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 89/70
EGYPTIAN RAILWAYS:
Wheels. June 15. E.S.B. 57628/70/J.
Graphite. June 23. E.S.B. 57658/70/J.
Insulating Materials. June 16. E.S.B. 57629/70/J.
GENERAL ORGANIZATION FOR INDUSTRIALIZATION:
*Fire Clay Refractory Products Plant. July 30. E.S.B. 57698/70/J.
*5s. Saponification Plants. July 20. E.S.B. 57632/70/J.
Bulletin 90/70
Ratchet Brace. June 27. E.S.B. 57630/70/J.

UNITED STATES OF AMERICA
Bulletin 87/70
BUREAU OF RECLAMATION:
*89s. Governors. June 23. E.S.B. 57355/70/J.
Bulletin 89/70
JOHNS-MANVILLE PRODUCTS CORPORATION:
*9s. Magnetic Separators. Closing date not stated. E.S.B. 57535/70/J.
BONNEVILLE POWER ADMINISTRATION:
*94s. Circuit Breakers. June 2. E.S.B. 57457/70/J.
Bulletin 91/70
MARYLAND PORT AUTHORITY:
Container Crane. June 2. E.S.B. 57709/70/J.

URUGUAY
Bulletin 88/70
USINAS ELECTRICAS Y LOS TELEFONOS DEL ESTADO:
Radio-Telephone System. Closing date postponed to June 4. (Further Information.) E.S.B. 51424/70/J.

YUGOSLAVIA
Bulletin 87/70
BUSINESS ASSOCIATION 'SMELT':
Ceramic Tube Manufacturing Equipment. July 23. E.S.B. 57418/70/J.
METALKA, EXPORT-IMPORT:
Brickworks Equipment. July 23. E.S.B. 57438/70/J.
PVC Production Line. July 23. E.S.B. 57424/70/J.
NEWSPAPER PUBLISHING ENTERPRISE:
*2s. Printing Machinery and Equipment, Bookbinding Machinery, Typewriters, Dictaphones, Telecommunications Equipment. (Further Information.) E.S.B. 55902/70/J.
TEKIG-INVEST, IMPORT-EXPORT ENTERPRISE:
Clothing Production Machinery. July 23. E.S.B. 57419/70/J.
MASINOPROMET, EXPORT-IMPORT:
Glasshouse. July 23. E.S.B. 57422/70/J.
INSTITUTE KIRIBO SAVIC:
Cement Production Equipment and Machinery. July 23. E.S.B. 57420/70/J.
INVEST-IMPORT:
*8s. Rolling Mill Plant Reconstruction and Modernization. July 23. E.S.B. 57421/70/J.

ZAMBIA
Bulletin 90/70
CENTRAL SUPPLY AND TENDER BOARD:
*3s. Skimmed Milk Powder. June 19. E.S.B. 57671/70/J.

PRESTIGE ADVERTISING
PERSONAL PLANNER DIARIES

1971 MODELS READY NOW

* EVEN MORE INFORMATION
* PLASTIC OR LEATHER
* LONG INTERNATIONAL VERSION
* SHORT 14 MONTH MODEL
* ADDRESS AND MEMO SECTIONS

Send for sample NOW and General Catalogue

ADVERTISING GIFTS • SALES AIDS

Prestige Advertising (Gift Novelties Ltd.) • Prestige House • 2/3 Great Pulteney St. London W.1. • 01-437-0931

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports. etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and documents* (*the price of these varies – see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Services Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN Telegram: EXSERBRA.*

ALGERIA

Bulletin 89/70
Inquiry for industrial laundry equipment. E.S.B. 9992/70/J.

ARGENTINA

Bulletin 89/70
Agency inquiry for adhesive and sealant making machinery. E.S.B. 12544/70/J.

Bulletin 90/70
Agency inquiry for clothing; confectionery; fabrics; foodstuffs; footwear; giftware; household wares; novelties; table ware. E.S.B. 12510/70/J.

Bulletin 91/70
Agency inquiry for cement plant; coal washing plant; iron sheet; mining industry equipment; munitions; plant; road-building industry equipment; shipbuilding industry equipment; shoe making plant; steel plant equipment; steel tubes; thermo elcctric plant; tin plate. E.S.B. 11809/70J.

AUSTRALIA

Bulletin 87/70
Inquiry for certain fabrics. E.S.B. 12678/70/J.
Manufqcture under licence: domestic and office furniture. E.S.B. 11649/70/J.

Bulletin 88/70
Agency inquiry for measuring equipment; pollution control equipment; sound control equipment; waste disposal equipment; water purification/treatment chemicals. E.S.B. 8979/70/J.
Inquiry for forks. E.S.B. 12557/70/J.

Bulletin 89/70
Inquiry for furnishing fabrics; hotel/motel bedspreads. E.S.B. 12069/70/J.

Bulletin 91/70
Agency/manufacture under licence: plastic products. E.S.B. 12326/70/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 87/70
Inquiry for lathes. E.S.B. S/58/70/J.

Bulletin 89/70
8s. Inquiry for textile machines. E.S.B. M/32/70/J.
Inquiry for needling machine. E.S.B. S/60/70/J.
Inquiry for electron beam recorder. E.S.B. S/61/70/J.
Inquiry for quadding machine. E.S.B. M/33/70/J.

Bulletin 90/70
8s. Inquiry for steel wire ropes. E.S.B. A/22/70/J.

AUSTRIA

Bulletin 88/70
Agency inquiry for rugs; scarves. E.S.B. 12298/70/J.

Bulletin 89/70
Inquiry for plastics. E.S.B. 12187/70/J.

Bulletin 90/70
Inquiry for disinfection machine; dry cleaning machine; ironing machine. E.S.B. 12758/70/J.
Inquiry for steel wire. E.S.B. 12884/70/J.

BAHAMAS

Bulletin 88/70
Inquiry for belts; cellulose film bags; hosiery; shirts. E.S.B. 12130/70/J.

Bulletin 91/70
Agency inquiry for spectacle frames; microscopes. E.S.B. 12570/70/J.

BARBADOS

Bulletin 90/70
Inquiry for tissue paper. E.S.B. 12738/70/J.

Bulletin 91/70
Agency inquiry for lead pencils. E.S.B. 13066/70/J.
Agency inquiry for blow moulding equipment; plastic drinking straws making equipment. E.S.B. 12988/70/J.

Bulletin 91/70
Agency inquiry for women's hosiery. E.S.B. 12924/70/J.

BELGIUM

Bulletin 88/70
Agency inquiry for lawn mowers. E.S.B. 2056/70/J.
Inquiry for bolts. E.S.B. 12679/70/J.

BELGIUM/NETHERLANDS/LUXEMBURG

Bulletin 88/70
Agency inquiry for welding equipment. E.S.B. 12561/70/J.

BELGIUM

Bulletin 90/70
Agency inquiry for car radios and aerials. E.S.B. 12619/70/J.

BERLIN

Bulletin 88/70
Agency inquiry for woollen tweeds. E.S.B. 45665/69/J.
Inquiry for spinning machines. E.S.B. 11068/70/J.

CANADA

Bulletin 87/70
Agency inquiry for lathes. E.S.B. 12364/70/J.

Bulletin 88/70
Agency inquiry for grocery items. E.S.B. 12290/70/J.
Inquiry for masonry drills. E.S.B. 12802/70/J.

Bulletin 89/70
Inquiry for diesel engines. E.S.B. 12610/70/J.
Inquiry for paper finishing machinery. E.S.B. 12378/70/J.
Agency inquiry for fabrics. E.S.B. 12846/70/J.
Inquiry for tennis equipment. E.S.B. 12896/70/J.
Agency inquiry for turbines. E.S.B. 8093/70/J.

Bulletin 91/70
Inquiry for mine props and bars. E.S.B. 13124/70/J.
Inquiry for billiard supplies; table tennis equipment. E.S.B. 12856/70/J.
Inquiry for golf balls. E.S.B. 13001/70/J.
Inquiry for meteorological and general laboratory instruments. E.S.B. 6353/70/J.
Agency inquiry for medical and hospital equipment. E.S.B. 12760/70/J.

CANARY ISLANDS

Bulletin 88/70
Inquiry for electrodes. E.S.B. 12216/70/J.

Bulletin 91/70
Inquiry for paper tissues and allied paper products. E.S.B. 12487/70/J.
Inquiry for cherries. E.S.B. 13244/70/J.

CEYLON

Bulletin 88/70
Agency inquiry for infants food; kitchen equipment; woollen blankets. E.S.B. 4288/70/J.

Bulletin 91/70
Inquiry for butt hinge and woodscrew making machinery. E.S.B. 9966/70/J.

CHILE

Bulletin 90/70
Inquiry for weighing, filling and packaging machinery. E.S.B. 12582/70/J.

CYPRUS

Bulletin 88/70
Agency inquiry for electrical equipment; X-ray equipment. E.S.B. 12341/70/J.

CZECHOSLOVAKIA

Bulletin 88/70
Inquiry for woodworking and furniture industries equipment. E.S.B. 12594/70/J.

Bulletin 90/70
Inquiry for cameras; cotton wool; dry batteries; toilet paper. E.S.B. 12677/70/J.

Bulletin 91/70
Inquiry for break down vehicles; refuse-collection vehicles; refuse disposable plant; road making and maintenance plant and equipment; street cleansing vehicles. E.S.B. 13065/70/J.

DENMARK

Bulletin 87/70
Agency inquiry for cups; mirrors. E.S.B. 9368/70/J.

Bulletin 88/70
Inquiry for linen canvas. E.S.B. 12528/70/J.
Agency inquriy for carpet yarns. E.S.B. 12456/70/J.

Bulletin 90/70
Agency inquiry for corrugated acrylic sheets. E.S.B. 11868/70/J.

Bulletin 91/70
Agency inquiry for flexible hydraulic transmissions. E.S.B. 13096/70/J.

DOMINICAN REPUBLIC

Bulletin 91/70
Inquiry for radio telephone communication equipment. E.S.B. 13215/70/J.

DUBAI

Bulletin 89/70
Inquiry for fish meal plant; packaging machinery. E.S.B. 11441/70/J.

(Continued on next page)

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4486

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

RH
ESTABLISHED
1860

OPPORTUNITIES FOR EXPORTERS, *continued*

ECUADOR

Bulletin 90/70
Agency inquiry for school equipment. E.S.B. 13008/70/J.

EL SALVADOR

Bulletin 87/70
Inquiry for plastic making mahcinery. E.S.B. 10426/70/J.

Bulletin 88/70
2s. Source of supply/joint venture: compressor; furnaces; machine tools; welding machines. E.S.B. 9748/70/J.

ETHIOPIA

Bulletin 91/70
Agency inquiry for floor coverings; linoleum. E.S.B. 12754/70/J.

FIJI

Bulletin 89/70
Inquiry for plastic sheeting. E.S.B. 9462/70/J.

Bulletin 90/70
Inquiry for drum filling machine; bottle filling and capping machine; plastic bottles and jars. E.S.B. 8598/70/J.

Bulletin 91/70
Agency inquiry for jewellery. E.S.B. 12269/70/J.

FINLAND

Bulletin 87/70
Inquiry for domestic electric irons. E.S.B. 11396/70/J.

Bulletin 88/70
Agency inquiry for steel sheet. E.S.B. 12366/70/J.

Bulletin 90/70
Inquiry for handbags. E.S.B. 13161/70/J.

FRANCE

Bulletin 88/70
Agency inquiry for hides; skins. E.S.B. 904/70/J.

Bulletin 90/70
Inquiry for chinaware decorating and manufacturing machinery. E.S.B. 13100/70/J.

Bulletin 91/70
Agency inquiry for engineers tools; hydraulic equipment: machine tools; pneumatic equipment. E.S.B. 53077/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 87/70
Agency inquiry for laboratory fittings; laboratory furniture; laboratory quartz glassware; sanitary equipmet. E.S.B. 12285/70/J.
Inquiry for china; crystal glassware; pottery; silverware. E.S.B. 12469/70/J.
Inquiry for steel products. E.S.B. 9915/70/J.
Inquiry for second-hand vehicle-mounted cranes. E.S.B. 12900/70/J.

Bulletin 88/70
Agency inquiry for lace. E.S.B. 10150/70/J.
Inquiry for cotton piece-goods. E.S.B. 12554/70/J.
Inquiry for non-ferrous metals. E.S.B. 12511/70/J.
Inquiry for whisky. E.S.B. 12583/70/J.
Inquiry for smoker's requisites. E.S.B. 1272/70/J.

Bulletin 89/70
Inquiry for leathers. E.S.B. 12699/70/J.
Inquiry for giftware; hunting clothing. E.S.B. 12765/70/J.
Inquiry for mushrooms. E.S.B. 11066/70/J.
Inquiry for garden tools; hand tools; plastic hand tools. E.S.B. 12708/70/J.
Agency inquiry for textile machinery. E.S.B. 12730/70/J.
Inquiry for leathers. E.S.B. 12282/70/J.
Inquiry for tubings. E.S.B. 12771/70/J.
Inquiry for graphite electrodes. E.S.B. 12799/70/J.
Agency inquiry for women's bath robes and dressing gowns. E.S.B. 12613/70/J.
Inquiry for transfer presses. E.S.B. 12857/70/J.
Agency inquiry for jersey coats and dresses and suits; knitwear. E.S.B. 12657/70/J.
Agency inquiry for knitwear. E.S.B. 12725/70/J.
Inquiry for candlewick bathroom sets and bedspreads and fabrics. E.S.B. 11321/70/J.
Inquiry for covers for rotary ironing rollers and steam presses. E.S.B. 12944/70/J.

Bulletin 90/70
Inquiry for lead chloride. E.S.B. 12977/70/J.
Inquiry for garage equipment. E.S.B. 12808/70/J.
Inquiry for fabrics. E.S.B. 12782/70/J.
Inquiry for disposable syringes and tubules; operating theatre, ward and surgery equipment. E.S.B. 35114/69/J.
Inquiry for fabrics. E.S.B. 12707/70/J.
Inquiry for second-hand spinning, weaving and dyeing machinery. E.S.B. 12941/70/J.

Bulletin 91/70
Agency inquiry for measuring instruments; textile dyeing machines. E.S.B. 12756/70/J.
Agency inquiry for fabrics. E.S.B. 12761/70/J.
Inquiry for artificial hair. E.S.B. 9398/70/J.
Agency inquiry for printing machinery and equipment. E.S.B. 12936/70/J.
Inquiry for biological raw pharmaceuticals. E.S.B. 48931/69/J.
Agency inquiry for bathroom mat sets; fabrics. E.S.B. 12858/70/J.
Agency inquiry for earthenware. E.S.B. 12923/70/J.
Inquiry for supermarket goods. E.S.B. 1481/70/J.
Inquiry for electric cables. E.S.B. 12481/70/J.
Inquiry for automobile accessories and cleaners; calenders; first-aid kits; motorist sports articles; vehicle instruments. E.S.B. 12942/70/J.
Agency inquiry for cosmetics; manicure sets; medical and electrical equipment. E.S.B. 12266/70/J.

GHANA

Bulletin 88/70
Source of supply/manufacture under licence: watchstrap manufacturing machinery and materials; watchstraps. E.S.B. 11716/70/J.

Bulletin 90/70
Inquiry for rice hulling and polishing machinery. E.S.B. 13032/70/J.

GREECE

Bulletin 87/70
Agency inquiry for ferrous and non-ferrous metals; zinc. E.S.B. 12053/70/J.

Bulletin 88/70
Agency inquiry for chemicals; papermaking materials; p.v.c. pellets. E.S.B. 12026/70/J.
Agency inquiry for shoe making machinery and materials. E.S.B. 12193/70/J.

Bulletin 89/70
Agency inquiry for porcelain and glassware decorating materials. E.S.B. 12879/70/J.
Agency inquiry for bed linen; cables; children's clothing; confectionery; mattresses; powdered milk; prefabricated buildings. E.S.B. 5757/70/J.
Agency inquiry for steel. E.S.B. 12724/70/J.

Bulletin 91/70
Agency inquiry for cutlery; electrical tools'; glassware; p.v.c. sheeting; papers; sports equipment; table cloths; tin boxes; toys and toy accessories. E.S.B. 8882/70/J.
Agency inquiry for bottle closing; filling and washing machinery. E.S.B. 12926/70/J.
Agency inquiry for air-conditioning units; cooling towers; water chillers. E.S.B. 12867/70/J.
Agency inquiry for dyeing and finishing machinery; polyester resin and glass fibre; application machinery; spinning machinery. E.S.B. 12864/70/J.
Agency inquiry for fabrics. E.S.B. 5591/70/J.

HONG KONG

Bulletin 88/70
Agency inquiry for shirtings. E.S.B. 12289/70/J.

HUNGARY

Bulletin 90/70
Source of supply/manufacture under licence: machinery for producing containers; sealing equipment. E.S.B. 51860/70/J.

INDIA

Bulletin 87/70
Inquiry for chemicals; vitamins. E.S.B. 8995/70/J.

Bulletin 89/70
Inquiry for bolt and nut making machinery. E.S.B. 12935/70/J.
Inquiry for filter. E.S.B. 12921/70/J.
Inquiry for sodium cyanides; steel balls. E.S.B. 12922/70/J.
Inquiry for chemicals. E.S.B. 12920/70/J.
2s. Inquiry for bladders for tyre curing. E.S.B. 12863/70/J.
Joint venture/source of supply: electronic components manufacturing equipment. E.S.B. 12357/70/J.
Inquiry for reamers. E.S.B. 32305/69/J.
Inquiry for steel sheets. E.S.B. 6853/70/J.

Bulletin 90/70
Inquiry for cutting tools; sports goods and accessories; wood; woodworking machinery. E.S.B. 12930/70/J.
Inquiry for gear cutting; hobbing and shaping-machines. E.S.B. 13024/70/J.
Inquiry for pressure due casting machine. E.S.B. 13086/70/J.

GENTRANSCO SERVICES LTD.

P.O. Box 166 CENTRAL HOUSE, STRATFORD, LONDON, E.15

Telephone: 01-534 6655 Telex: 897153/4

We operate the largest number of regular, direct Train Ferry and Container Groupage Services to and from the Continent

Amsterdam, Barcelona, Basle, Belfast, Berlin, Bielefeld, Brussels, Chiasso (for Italy), Cologne, Copenhagen, Dublin, Dusseldorf, Frankfurt, Ghent, Gothenburg, Hagen, Hannover, Lyon, Madrid, Mannheim, Munich, Nurnberg, Paris, Prague, Rotterdam, Salzburg (for Greece and Jugoslavia), Stockholm, Stuttgart, Teheran, Vienna, Waterford, Zeebrugge, Zurich.

Branch Offices in the UK (for enquiries):

Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 31396
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 668431/6	Telex: 44852
6 Hedel Road, Cardiff, CF1 8XD, S. Wales	Telephone: 21308/9	
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerly Street, Liverpool, L 3 9 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Bulletin 91/70
8s. Inquiry for alloys; chemicals; electronic components; gases; isotopes; metals; radio-active materials and raw materials. E.S.B. 13085/70/J.

IRAN
Bulletin 89/70
Inquiry for foundry plant and equipment; industrial handling equipment; machine tools; rock crushing plant. E.S.B. 12788/70/J.

IRAN/POLAND
Bulletin 90/70
Trade and payment agreement. E.S.B. 1209/G.

IRAQ
Bulletin 90/70
Agency inquiry for canned meat and fish. E.S.B. 12726/70/J.

IRISH REPUBLIC
Bulletin 87/70
Agency inquiry for pharmaecutical products. E.S.B. 12508/70/J.
Bulletin 88/70
Agency inquiry for fork lift trucks. E.S.B. 12016/70/J.
Bulletin 89/70
Import of certain fish products. E.S.B. 1209/G.
Agency inquiry for pharmaceuticals; toiletries. E.S.B. 12762/70/J.
4s. Inquiry for metal-working machinery. E.S.B. 12855/70/J.
Bulletin 90/70
Inquiry for crowbars; sledge hammer heads; steel splitting wedges. E.S.B. 13231/70/J.
Bulletin 91/70
Increase in rate of turnover tax. E.S.B. 1209/G.

ISRAEL
Bulletin 87/70
Inquiry for galvanized sheets. E.S.B. 12715/70/J.
Bulletin 88/70
Agency inquiry for machine tools; metal working machines. E.S.B. 12500/70/J.
Agency inquiry for leather goods manufacturing machinery; shoe-making materials. E.S.B. 11713/70/J.
Agency inquiry for detergent powder filling and sealing machines. E.S.B. 12743/70/J.
Bulletin 89/70
Inquiry for chemicals. E.S.B. 12734/70/J.
Agency inquiry for disposable medical and surgical products. E.S.B. 12735/70/J.
Bulletin 90/70
Inquiry for fork lift trucks. E.S.B. 12853/70/J.
Agency inquiry for paper and cardboard converting machinery and accessories. E.S.B. 12845/70/J.
Bulletin 91/70
Agency inquiry for leather. E.S.B. 12843/70/J.

ITALY
Bulletin 87/70
Inquiry for hospital equipment; laboratory equipment. E.S.B. 12122/70/J and 12163/70/J.
Bulletin 88/70
Inquiry for chemicals. E.S.B. 11681/70/J.
Agency inquiry for furs. E.S.B. 5879/70/J.
Bulletin 69/70
3s. Inquiry for machine tools. E.S.B. 11591/70/J.
Bulletin 90/70
Inquiry for hide. E.S.B. 12910/70/J.
Inquiry for shop fittings. E.S.B. 16621/69/J.
Bulletin 91/70
Agency inquiry for lathes. E.S.B. 9572/70/J.
Agency inquiry for bedspreads. E.S.B. 12932/70/J.

JAMAICA
Bulletin 88/70
Inquiry for suitings. E.S.B. 12877/70/J.
Bulletin 89/70
Inquiry for wire. E.S.B. 12755/70/J.

JAPAN
Bulletin 88/70
Market Report: The market for concrete-making machinery. E.S.B. 9420/70/J.
Bulletin 69/70
Market Report: domestic central heating. E.S.B. 5844/70/J.
Bulletin 90/70
Manufacture under licence: bath units; construction materials. E.S.B. 12246/70/J.
Inquiry for fruit juices; concentrates and powders. E.S.B. 12908/70/J.
Bulletin 91/70
Agency inquiry for glass fibre fabrics. E.S.B. 4166/70/J.

KENYA
Bulletin 88/70
Inquiry for bandage making equipment. E.S.B. 11130/70/J.

KUWAIT/SAUDI ARABIA
Bulletin 87/70
Neutral zone. E.S.B. 27242/G/J.

KUWAIT
Bulletin 87/70
Agency inquiry for auto body spares; ceiling panels; interior decorating materials; tiles; wallpaper. E.S.B. 12572/70/J.
Agency inquiry for panelling tiles. E.S.B. 12523/70/J.
Agency inquiry for textile fabrics. E.S.B. 11885/70/J.
Bulletin 88/70
Agency inquiry for men's shirts. E.S.B. 40600/70/J.
Bulletin 89/70
3s. Inquiry for foundry raw materials. E.S.B. 1445/70/J.
Agency inquiry for women's dresses; women's underwear. E.S.B. 8045/70/J.
Bulletin 90/70
Inquiry for steel. E.S.B. 12979/70/J.
Bulletin 91/70
Inquiry for carpentry tools; decorating articles; glass sheets; furniture. E.S.B. 12051/70/J.
Inquiry for ropes' steel sheet. E.S.B. 13217/70/J.

LEBANON
Bulletin 91/70
Ugency inquiry for army equipment; grain silos. E.S.B. 12385/70/J.

LIBYA
Bulletin 90/70
Development budget. E.S.B. 1209/G/J.

MALAWI
Bulletin 89/70
Inquiry for motor vehicle servicing equipment. E.S.B. 12951/70/J.

MALAYSIA
Bulletin 88/70
Inquiry for Go-karts. spares and accessories. E.S.B. 12367/70/J.
Inquiry for books; correspondence courses; mail order products. E.S.B. 9765/70/J.
Joint venture: electric/gas water heaters; water meters. E.S.B. 12299/70/J.
Bulletin 89/70
Inquiry for antibiotics; canned foods; chemicals; confectionaries; raisins; trace minerals. E.S.B. 2823/70/J.
Bulletin 91/70
Inquiry for Plant for the manufacture of moulds for plastics. E.S.B. 10996/70/J.

MALTA
Bulletin 88/70
Inquiry for canning machines; cans. E.S.B. 12798/70/J.
Bulletin 69/70
Inquiry for rubber fenders. E.S.B. 12889/70/J.
Bulletin 90/70
Inquiry for women's dress materials. E.S.B. 8451/70/J.
Inquiry for broiler hatching eggs; poultry farm equipment and materials; vegetable oil refining plant and equipment. E.S.B. 12881/70/J.
Bulletin 91/70
Postal strike. E.S.B. 1209G/J.

MAURITIUS
Bulletin 89/70
Inquiry for bulk sugar transporters. E.S.B. 12243/70/J.

MEXICO
Bulletin 87/70
Industrial decentralization. E.S.B. 1209/G/J.
Bulletin 90/70
Strike at Veracruz port. E.S.B. 1209/G/J.
Bulletin 91/70
Shipping strike at Veracruz. E.S.B. 1209/G/J.

NEPAL
Bulletin 88/70
2s. Inquiry for iron ingots and steel products. E.S.B. 11792/70/J.

NETHERLANDS
Bulletin 88/70
Agency inquiry for gas analysis instruments; measuring instruments and equipment. E.S.B. 12531/70/J.
3s. Inquiry for screws. E.S.B. 12283/70/J.
Bulletin 89/70
Agency inquiry for bolts; nuts; screws; washers. E.S.B. 12264/70/J.
Agency inquiry for large vehicle washing equipment. E.S.B. 12775/70/J.
Agency inquiry for couplings; gas and fluid leak detection equipment; generators. E.S.B. 10159/70/J.
Bulletin 91/70
Agency inquiry for transmission equipment. E.S.B. 12774/70/J.

NEW ZEALAND
Bulletin 88/70
Agency inquiry for asbestos clothing; surgical equipment and clothing. E.S.B. 12267/70/J.
Bulletin 89/70
Inquiry for motors; capacitors. E.S.B. 12993/70/J.
Bulletin 90/70
Agency inquiry for magnetic compasses; sports goods. E.S.B. 11991/70/J.
Inquiry for shirt material. E.S.B. 12866/70/J.
Bulletin 91/70
Inquiry for used car engines. E.S.B. 12959/70/J.

NORWAY
Bulletin 88/70
Inquiry for caravans. E.S.B. 12575/70/J.
Bulletin 90/70
Agency inquiry for cutlery. E.S.B. 12156/70/J.
Bulletin 91/70
Agency inquiry for crockery; floor cloths; glasses; kitchen bowls; skis; tinned crab and asparagus; towels; umbrellas; wicker chairs. E.S.B. 13089/70/J.
Agency inquiry for control panels; switches. E.S.B. 13017/70/J.

PAKISTAN
Bulletin 89/70
Inquiry for testing equipment. E.S.B. 13070/70/J.

PERU
Bulletin 88/70
Agency inquiry for cable swivels; cables; chains; pulley blocks; shackles; wire rope. E.S.B. 12258/70/J.

PHILIPPINES, REPUBLIC OF
Bulletin 88/70
Inquiry for plastic injection moulding machine. E.S.B. 12435/70/J.
Bulletin 90/70
2s. Inquiry for machine tools; steel. E.S.B. 13173/70/J.

PORTUGAL
Bulletin 88/70
Inquiry for fat creaming plant for bakery. E.S.B. 12261/70/J.
Bulletin 90/70
Agency inquiry for suitings. E.S.B. 12906/70/J.
4s. Inquiry for bushings; pipe; rings; washers. E.S.B. 9276/70/J.

PUERTO RICO
Bulletin 87/70
Agency inquiry for air compressors; construction equipment. E.S.B. 12217/70/J.

QATAR
Bulletin 90/70
Inquiry for sub-aqua equipment. E.S.B. 12617/70/J.
Bulletin 91/70
Inquiry for haberdashery; knitting wools; sewing machines and sewing machine motors; tailors supplies. E.S.B. 12675/70/J.

SAINT VINCENT
Bulletin 89/70
Inquiry for doors; hardboard; windows. E.S.B. 40304/69/J.
Inquiry for galvanized pipe and sheets; garage equipment; motor horns; sanitary ware and fittings. E.S.B. 12795/70/J.
Inquiry for cabniet furniture fittings; curtain runners; doors and fittings; furniture fittings; galvanized pipes; marble chips. E.S.B. 12873/70/J.
Bulletin 90/70
Inquiry for boat-building know-how; boat building equipment and materials. E.S.B. 12792/70/J.
Bulletin 91/70
Inquiry for corrugated sheets; ice cream making machines; pipe fittings; shipping lines. E.S.B. 12885/70/J.

SAUDI ARABIA
Bulletin 87/70
Agency inquiry for conveyor belts; hoists; V-belts. E.S.B. 16554/70/J.

SENEGAL
Bulletin 91/70
Inquiry for metal lath; pre-cast flooring. E.S.B. 12117/70/J.

SIERRA LEONE
Bulletin 89/70
Agency inquiry for brief cases; canned foods; children's socks; handkerchiefs; stationery; vacuum flasks. E.S.B. 5298/70/J.

(Continued on next page)

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: 01-242 7646/7

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 90/70
Inquiry for newsprint; printing machinery. E.S.B. 7679/70/J.
Inquiry for agricultural tractors and associated equipment. E.S.B. 13049/70/J

SINGAPORE, REPUBLIC OF

Bulletin 87/70
Joint venture: printed circuit boards. E.S.B. 5700/70/J.

Bulletin 88/70
Inquiry for orange and lemon powders. E.S.B. 12365/70/J.

Bulletin 90/70
Agency inquiry for toys. E.S.B. 12465/70/J.

Bulletin 91/70
5s. Inquiry for electrical engineering and machine workshop equipment. E.S.B. 13018/70/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 87/70
Agency inquiry for canned foods; frozen foods. E.S.B. 12535/70/J.
Agency inquiry for stationery. E.S.B. 12486/70/J.

Bulletin 88/70
Agency inquiry for boilers; incinerators; industrial air heaters. E.S.B. 11642/70/J.

Bulletin 90/70
Agency inquiry for novelty household articles; toilet articles. E.S.B. 12736/70/J.
Manufacture under licence: engineering products. E.S.B. 12905/70/J.

SPAIN

Bulletin 88/70
Inquiry for drilling machine; steel plate. E.S.B. 36772/69/J.

Bulletin 89/70
Inquiry for cattle. E.S.B. 12585/70/J and 125584/70/J.
Manufacture under licence: refuse incinerators. E.S.B. 12611/70/J.

SWAZILAND

Bulletin 87/70
United Kingdom aid to developing countries. E.S.B. 22640/G/J.

Bulletin 91/70
Inquiry for vitamin C tablets. E.S.B. 44174/69/J.
Agency inquiry for shell steel ends. E.S.B. 12420/70/J.
Agency inquiry for brassieres; swimwear. E.S.B. 14598/69/J.

SWEDEN

Bulletin 88/70
Agency inquiry for testing equipment. E.S.B. 11680/70/J.

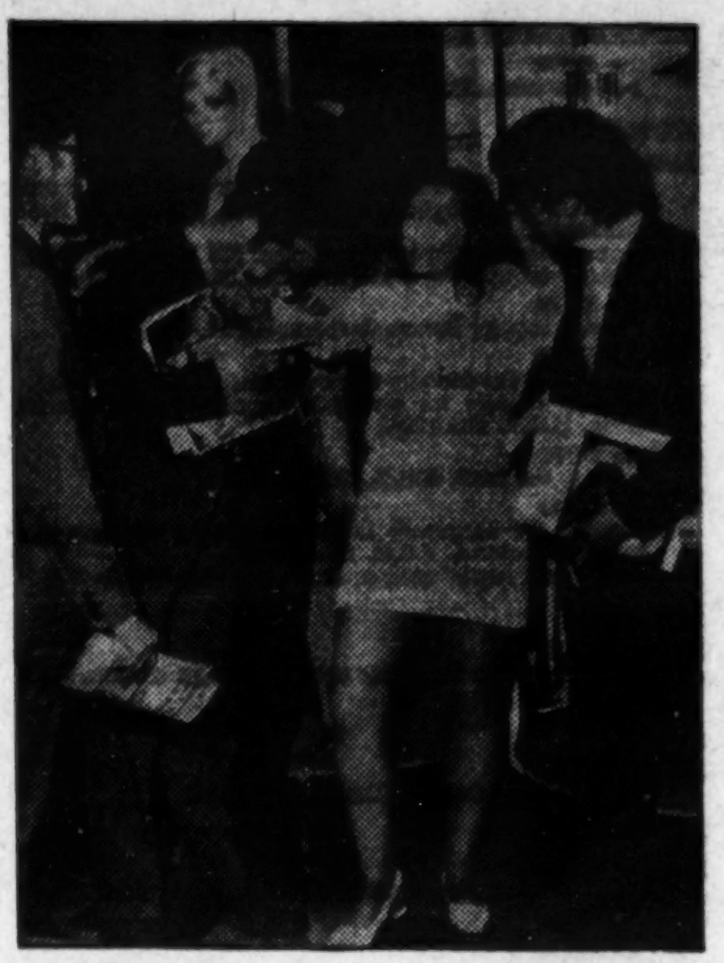
Bulletin 89/70
Agency inquiry for men's and women's piece-goods. E.S.B. 12287/70/J.
Agency inquiry for builders' hardware; wall coverings. E.S.B. 12620/70/J.

Bulletin 90/70
Inquiry for drugs; hospital disposable items; skin cleanser. E.S.B. 12860/70/J.

SWITZERLAND

Bulletin 87/70
Agency inquiry for sensing probes and sensors; temperature recorders and regulators; thermometers. E.S.B. 11944/70/J.
Inquiry for mirrors. E.S.B. 9080/70/J.

Bulletin 88/70
Agency inquiry for steel. E.S.B. 12420/70/J.
Source of supply/agency – electronic control equipment; novelty lighting equipment. E.S.B. 12502/70/J.
Agency inquiry for steel products. E.S.B. 12313/70/J.
Agency inquiry for automotive spares and accessories. E.S.B. 12176/70/J.



One of a party of 13 Spanish textile students who visited William Cotton Ltd., Loughborough, recently looks closely at a white Orlon and Lurex cocktail dress worn by Sandra Birch, one of the company's employees. The dress was one of 1,000 garments on display at the company's Knitwear Design Centre to show the versatility and adaptability of the company's fully-fashioned knitting machines. The students, from Canet de Mar Textile College, near Barcelona, were on a week's study visit to the Bentley Group in the United Kingdon. They were led by Professor Pedro Oriol Ojeda.

Bulletin 89/70
Agency inquiry for children's, infants' and teenager's outerwear. E.S.B. 18945/70/J.

Bulletin 90/70
Agency inquiry for beachwear; shirts. E.S.B. 13078/70/J.
Agency inquiry for clothing novelties; knitwear; menswear accessories. E.S.B. 2629/70/J.

Bulletin 91/70
Agency inquiry for reed switches. E.S.B. 12854/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 87/70
Inquiry for hospital equipment (complete hospital). E.S.B. 11971/70/J.

THAILAND

Bulletin 88/70
Agency inquiry for household equipment; kitch appliances; ventilation equipment; sound equipmeen E.S.B. 12563/70/J. nt.

Bulletin 91/70
Inquiry for heat sealing machines. E.S.B. 12719/70/J.

UNITED ARAB REPUBLIC

Bulletin 87/70
Inquiry for electrodes. E.S.B. 1323/70/J.

UNITED STATES OF AMERICA

Bulletin 87/70
Agency inquiry for steel wire rope. E.S.B. 12115/70/J.
Inquiry for turbine generators. E.S.B. 12180/70/J.

Bulletin 88/70
Inquiry for ashtrays; bottle openers and stoppers; cellophane; cocktail items and accessories; combs; compacts; dolls; polyethylene; spoons; swizzle sticks; wire; glasses. E.S.B. 12281/70/J.
Inquiry for leatherwear. E.S.B. 12723/70/J.
1s. Inquiry for moulded plastic seats. E.S.B. 12590/70/J.
Inquiry for vehicle parts. E.S.B. 12728/70/J.
Inquiry for office equipment and furniture. E.S.B. 12569/70/J.
Inquiry for fishermen's clothing and sundries; fishing tackle. E.S.B. 12380/70/J.
Inquiry for wooden chairs. E.S.B. 12239/70/J.
Inquiry for electrical components and products. E.S.B. 29647/69/J.

Bulletin 89/70
Inquiry for window glass. E.S.B. 12878/70/J.
2s. Inquiry for pipe hangers; pipe supports. E.S.B. 12892/70/J.
Inquiry for earthing rods; electrical wiring devices; fuses. E.S.B. 12829/70/J.
Inquiry for novelty items. E.S.B. 12800/70/J.
Agency inquiry for plastics and textile industries machinery and equipment. E.S.B. 12975/70/J.
Inquiry for earthenware lamp bases. E.S.B. 12999/70/J.
Inquiry for cables. E.S.B. 12934/70/J.
Inquiry for baskets; brass containers; ceramics; craft kits and supplies; plastic containers. E.S.B. 12268/70/J.

Bulletin 90/70
Inquiry for suitings. E.S.B. 12953/70/J.
Inquiry for marine diesel engines; navigational instruments. E.S.B. 12740/70/J.
Inquiry for foil bottle caps; bottle forming handling, castings, filling and capping machinery; cellulose film; fruit processing machinery; plastic forming and extrusion machinery; polyethylene. E.S.B. 12945/70/J.
Inquiry for table tennis balls. E.S.B. 12144/70/J.
Inquiry for polyester fabrics. E.S.B. 12914/70/J.
Inquiry for biscuits; confectionery; pickled products; preserves; tinned meat pies. E.S.B. 39181/69/J.
Manufacture under licence/agency – analytical and clinical laboratory instruments. E.S.B. 12865/70/J.

UNITED STATES OF AMERICA/KENYA

Bulletin 90/70
Inquiry for trailer caravans. E.S.B. 13061/70/J.

UNITED STATES OF AMERICA

Bulletin 91/70
Manufacture under licence – dart boards. E.S.B. 12185/70/J.
Inquiry for bottling machinery and equipment; coding equipment; hopper feeders. E.S.B. 12690/70/J.
Inquiry for electric delivery trucks. E.S.B. 12733/70/J.
1s. Inquiry for magnetic switches. E.S.B. 12901/70/J.
Manufacture under licence/source of supply – pollution control equipment. E.S.B. 8660/70/J.

URUGUAY

Bulletin 90/70
Inquiry for fuel tanker. E.S.B. 12919/70/J.

YUGOSLAVIA

Bulletin 90/70
Global foreign exchange quota. E.S.B. 1209/G/J.

ZAMBIA

Bulletin 91/70
Agency inquiry for cornflour; dextrose; dextrin, glucose, starch. E.S.B. 12737/70/J.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 – Telex EconPlan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1. (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the **Board of Trade Journal.**

OUTWARD MISSION

Giftware mission's success in Tokyo

A SELLING MISSION from Britain's giftware industry returned from Tokyo recently after a most successful week's business. Sample orders taken during a three-day exhibition at the Hotel New Otani and in the immediate follow-up are expected to be in excess of £75,000.

Mr. Elkan Simons, chairman of the Export Council for the Gifts Industry, sponsoring body of the 16-man mission, said that both he and his co-leader, Mr. Charles Argue, deputy managing director of Corocraft Ltd., were confident that the total value to British exports achieved by the mission for the following 12 months would exceed the total of £268,000 reached by an earlier mission to Tokyo and Osaka in 1969 in support of British Week Tokyo. A return mission will be organized by the Council next year or the following year.

The recent mission included a selling display in Hong-Kong – a first-time visit for the industry as a selling mission which also proved very successful.

Building materials mission to Nigeria

THE BUILDING MATERIALS EXPORT GROUP recently sent a 10-man mission to Nigeria, sponsored by the BNEC. The mission, led by Mr. J. L. Barnard, of the PAB Design Group, will spend three weeks in Nigeria, visiting Lagos, Ibadan, Benin, Warri, Calabar, Port Harcourt, Kaduna, Jos and Kano.

This is the group's sixth mission. Last October a party travelled to the Caribbean and achieved considerable success. The Nigeria mission will include representatives of firms supplying building insulation materials, bathroom and plumbing fittings, surface coating anti-corrosive materials, and ceramic floor tiles.

Nigeria is potentially the richest country in tropical Africa, with an economy that will soon benefit by £200 million a year in foreign exchange from oil sales. Building materials and construction equipment were two of the product groups highlighted at BNEC Africa's one-day seminar on Nigeria, last month.

Successful four-week visit

SEVENTEEN MEMBERS of ENGTRADE 12, the Engineering Industries Association's trade mission to New Zealand and Australia, where it had spent four weeks, returned recently with good reports on business done in both countries.

The relaxation of import restrictions in New Zealand enabled members to bring back a number of good firm orders for various types of engineering equipment, and for prospective orders of well over £150,000. Australia, with its increased pace of industrialization, resulted in £75,000 of firm orders and prospective orders of well over £500,000.

The day stop-over in Singapore to enable members to readjust to the problem of the long flight provided an unexpected bonus of firm orders for machine tools with far greater long-term prospects.

Air Commodore L. E. Jarman, director of the EIA, leader of the mission, states that the trip overall was very successful, but members encountered severe competition from other industrial countries.

The mission was sponsored by the BNEC and the Board of Trade.

Visiting South East Asia and Far East

MEMBERS of the British Electrical and Allied Manufacturers' Association (BEAMA) trade mission to South East Asia and the Far East will be departing on Friday, May 22 for Singapore, the first major marketing area on the nine man mission's programme. Main centres on the itinerary are Singapore, Kuala Lumpur, Hong Kong and Tokyo. In addition members will visit numerous other centres of industry throughout the territories. The mission leader is Mr. M. Stower, export sales manager, Radiation International Ltd.

This mission will be the spearhead of a major export effort by British electrical manufacturers in South East Asia, the Far East and Australasia. Planning is now at an advanced stage for a mission to Australia and New Zealand in November and December and an Electricity Supply Industry Symposium in Singapore in December this year. All these promotion activities are being sponsored by the BEAMA in association with the BNEC.

Exports of British electrical equipment to the territories on the South East Asia and Far East Mission itinerary have been growing steadily in recent years – total values for 1969 were: Singapore, £5.4 million; Malaysia, £5 million; Hong Kong, £11.2 million; and Japan, £6 million.

Visiting Middle and Far East

MR. GEORGE H. PAYNE, group director of sales, Lawside Engineering & Foundry Co. Ltd., Dundee and Convertapak Machines Ltd., Great Yarmouth, left recently to survey market prospects for jute textile machinery, paper sack-making machines, packaging machinery, etc., in Pakistan, Thailand, Japan, Hong Kong, India and Iran. He is also visiting customers, appointing representatives and exploring the prospects of manufacture under licence overseas.

Four-week sales tour

MR. John Roberts-Powell, overseas sales manager for Royal Worcester, left recently on a four-week sales tour to the Far East and Australia. He attended the opening of the first Royal Worcester room in Australia, at Messrs. David Jones, Sydney, on May 11, and subsequently visited customers in Melbourne, Adelaide and Perth. He will return via Johannesburg, where he will finalize arrangements for exhibitions scheduled for the autumn.

Flying on the new short route to Tokyo, Mr. Roberts-Powell made a brief stop-over to discuss arrangements for an agency to cover the Japanese market for the company.

Selling machines and ideas

MR. HENRY ADAM, assistant managing director of William Cotton Ltd., Loughborough, Leics., left recently for Australia to sell the company's machines, new ideas and forward thinking on the design and production of fancy-stitch, fully fashioned knitwear so much in vogue today. During his visit he will make arrangements for a national trade fashion show of garments made on Bentley-Cotton machines. This will be held later this year in Melbourne and will feature a selection of garments which form part of the permanent collection of 1,000 garments at the company's Knitwear Design Centre.

Scandinavian survey

MR. T. R. B. PHILIPS, director, Rosmarine Manufacturing Co. (1954) Ltd., London, left recently to survey market prospects in Oslo, Stockholm, Helsinki and Copenhagen. His company's products include hair creams, shampoos, perfumes, soaps and medicines. He also hopes to appoint representatives and visit customers.

Preserves in European market

CONTINUING the company's policy of frequent visits to markets all over the world, Mr. Alistair Douglas, a member of the export sales team of James Robertson & Sons left recently for Belgium, Holland and Switzerland. All three markets offer sound marketing possibilities and the trip is expected to increase recent successes in these areas.

The company claim to be Britain's largest jam and marmalade manufacturers, and all products for export are made at the Paisley factory where the company was founded 106 years ago.

Timber experts visit Sweden

TEN SENIOR EXECUTIVES from the Hull-based Horsley Smith and Jewson group, specialists in timber, plywood and sheet materials, left recently for a five-day visit to Sweden to study latest production methods and development in the Swedish timber and sheet materials industry. The visit is being made at the invitation of the Swedish state forestry organization in Stockholm, whose customers include the Horsley, Smith and Jewson group.

The party will comprise five specialists in timber and five in sheet materials, and the programme will include tours of sawmills, plywood and wallboard factories and a building site. The party will also visit the Swedish Building Centre in Hotorget and the Vasa Museum.

Visiting United States and Canada

MR. STANLEY I. GEORGE, marketing director, Pneumatic Components Ltd., Sheffield, left recently on a three-week selling mission to the United States and Canada. He plans to set up distribution and local warehousing in the United States for the PCL range of tyre inflation equipment and motor accessories. Mr. George will visit Los Angeles, Chicago and New York before moving on to Canada.

Potato exporters plan tour

Two directors of McGugan Bros. Ltd., Arbroath, Scotland – Messrs. Jim and Bill McGugan – plan to leave in September for Amsterdam, Hamburg, Copenhagen, Helsinki, Stockholm and other centres. The brothers have gained a reputation as potato exporters – already they have won orders from Scandinavian countries, Italy and Africa.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

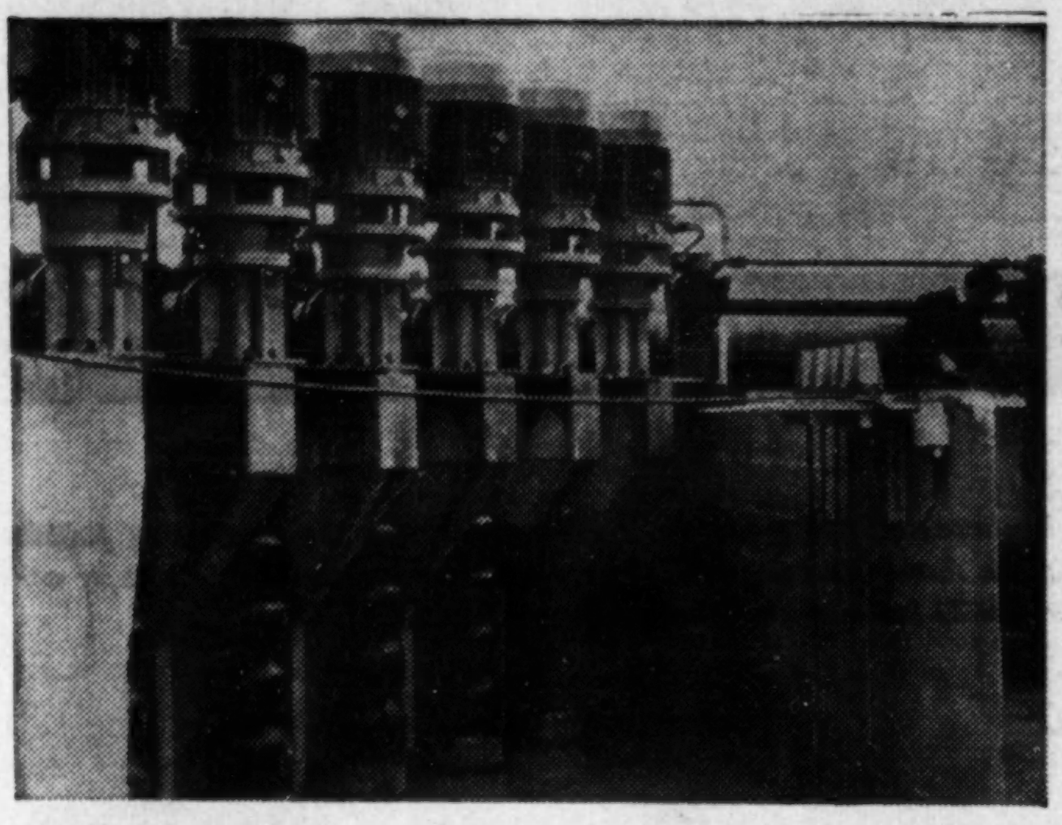
While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS OF the following Regulations and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Official des Communautés Européennes.*

The French text of the Regulations and Proposed Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).



A small part of the Rumanian countryside has been created at Staines to test the first six of the 1,200 *pumps which the SPP Group Ltd. are exporting, as part of a £22 million irrigation project. Sigmund Pulsometer are part of a consortium of British companies, headed by Taylor Woodrow International, which last year won a contract to irrigate* 300 *square miles of south west Rumania. SPP's share is worth £4½ million, and includes the design and supply of steel piping for* 400 *pumping stations, irrigation equipment, as well as the pumps.*

EGGS AND POULTRY

The *Journal Officiel des Communautés Européennes* No. C53 dated May 5, 1970 contains the text of a Proposed Regulation concerning the production and marketing of farmyard poultry eggs and farmyard poultry chicks. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

FRUIT AND VEGETABLES

Regulation (CEE) No. 825/70 fixes the coefficients of adaptation to apply to the purchase price specified for cauliflowers by **Regulation (CEE) No. 774/70** (*Journal Officiel* No. L98 dated May 5, 1970).

Regulation (CEE) No. 844/70 modifies for the sixth time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for imports of table apples (*Journal Officiel* No. L101 dated May 7, 1970).

WINES

Regulation (CEE) No. 816/70 concerns complementary provisions relating to a common organization of the markets for the wine growing sector (*Journal Officiel* No. L99 dated May 5, 1970).

Regulation (CEE) No. 817/70 establishes special provisions relating to quality wines produced in determined regions (*Journal Officiel* No. L99 dated May 5, 1970).

MILK AND DAIRY PRODUCTS

The *Journal Officiel des Communautés Européennes* No. C53 dated May 5, 1970 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 886/68** fixing the target price for milk and the intervention prices for butter, powdered skimmed milk and 'Grana Padans' and 'Parmigiano Reggiano' cheeses, during the 1968/1969 Milk Marketing Year.

The *Journal Officiel des Communautés Européennes* No. C52 dated April 30, 1970 contains the text of a Proposed Directive concerning the manufacture and marketing of preserved milks intended for human consumption. It should be noted that the text of this Regulation and Directive when finally approved may differ from the draft texts referred to above.

Harmonization of legislation—proposed directives

THE DRAFT TEXTS of two Proposed Directives which have been submitted to the Council of the EEC for approval have been published in the *Journal Officiel des Communautés Européennes* No. C52 dated April 30, 1970. If approved these will affect the following sectors in the EEC.

GAS METERS

Proposed Directive concerning the harmonization of Member States legislation relating to gas meters.

FOOD PRESERVATIVES

Proposed Directive to modify for the fifth time **Directive No. 64/54/CEE** relating to the harmonization of Member States legislation concerning preservatives for use in foodstuffs intended for human consumption.

The French texts of these Proposed Directives may be obtained on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174). It should be noted that the texts of these Directives when finally approved may differ from the draft texts referred to above.

FEDERAL REPUBLIC OF GERMANY

Agency legislation

THE ATTENTION OF British exporters, who have or wish to appoint agents in Germany, is drawn to the fact that unless it is expressly stated in an agency agreement between a British principal and a German agent that a British law is to govern it, the German courts will consider that it is governed by German law.

In addition, it should be noted that Section 85 of the German Commercial Code expressly lays down that agency agreements are to be made in writing if one party demands it, and that this requirement cannot be contracted out of. Failure to comply with this may be held to be sufficient reason to justify the immediate termination of the contract, and may render the refusing party liable in damages (Section 89(a) of the German Commercial Code).

Further information about agency legislation and practice abroad is contained in Board of Trade Export Handbook No. 4 available free of charge from Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366 a/b BOTHQ).

DAHOMEY

Modifications in Mercurial Values

THE *Board of Trade Journal* of April 22, 1970, published the new Dahomey Mercurial Values on imported goods for 1970. The following modifications have since been reported.

63.01 A and B	Clothing and clothing accessories, blankets, household linen and furnishing articles (other than those falling within Tariff Heading 58.01, 58.02 and 58.03) in textile fabrics, footwear and hair pieces in all materials, showing signs of usage, in bulk, packaging, sacks or similar Unit – KG Gross. New Mercurial Value – 70 Frs. (CFA) (Old Mercurial Value – 50 Frs. (CFA))
63.02	Rags and dusters, string, ropes, used articles or scrap twine Unit – KG Gross. New Mercurial Value – 70 Frs. (CFA) (Old Mercurial Value – 50 Frs. (CFA))

Mercurial not applicable when real value of the imports is more than 7 0 francs per kilo gross.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 288, 423).

KUWAIT

Ban on Cyclamates in foodstuffs

THE FOLLOWING notice appeared in the Kuwait *Official Gazette* of April 27, 1970.

'The Under Secretary of the Ministry of Commerce & Industry has issued the following notice concerning Cyclamate substance:

'Further to our Ministerial Order No. 4 of 1970, issued on January 26, 1970, and for further clarification of the Notice issued by this Ministry on April 2, 1970 prohibiting the importation of foodstuffs containing any form of Cyclamate compound, and in accordance with the recommendations of the Supreme Price Control Committee adopted at its sessions held on April 19, 1970, this Ministry wishes to clarify the following:

1. The importation of foodstuffs containing any form of cyclamate compound is hereby prohibited.
2. For the importation of foodstuffs, the following shall, as a condition, be followed:
   A. Certificate in triplicate from the producing company proving that the imported foodstuffs are free from any form of cyclamate substance shall be provided once only and a copy of this certificate shall be presented to the Ministry of Public Health.
   B. The certificate shall be submitted once only in respect of each item of foodstuffs showing the substances added to the imported foodstuff in addition to the basic ingredients, but there will be no need to mention the percentages and the quantities of such substances.
   C. In the event of effecting any change in the industrial composition of any item of foodstuff in respect of which a certificate had been presented in accordance with the foregoing paragraph B, a fresh certificate should be submitted containing all the information required under paragraph A.
3. A period of three months from the date of this notice is hereby granted for the application of this order.'

A notice about Ministerial Order No. 4/1970 appeared in the *Board of Trade Journal* and the *Export Services Bulletin* on March 15, 1970.

Inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

MALAYSIA

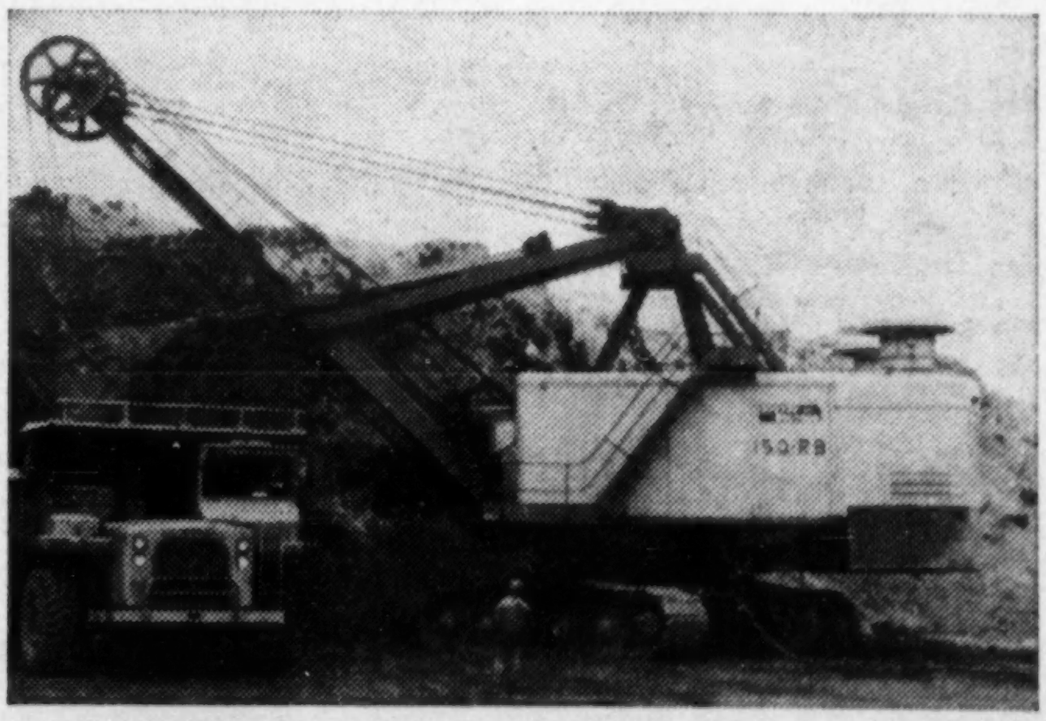
Metrication switch starts in 1971

THE MALAYSIAN Minister of Commerce and Industry announced recently in Kuala Lumpur that Malaysia would begin converting to the metric system from next year, and that the process will have to be split over a number of years.

(*Continued on page* 1431)

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2479/80).



A Ruston-Bucyrus 150-*RB excavator at work in a Rio Tinto group copper mine near Huelva, Spain. It is digging overburden at* 14,000/16,000 *tons per day on two shifts.*

40 tons of air-freight for Africa? Alitalia make it in one go.

Alitalia send fast cargo jets via Rome to Nairobi, Lusaka and Johannesburg – every week. Each DC-8 62F takes 40 tons. Each one holds 13 standard international pallets 88″ x 125″ or eleven 88″ x 125″ and four 88″ x 53″. But any airline can buy fast jets. Speed on the ground is Alitalia's extra asset.

Take Rome.

We speed your cargo-handling with a million-pound computerized terminal which can handle 500 tons a day. It's completely integrated and automated – so we take less than an hour to check your cargo. Then it's ready for shipment to Nairobi, Lusaka, Johannesburg or the other 19 African destinations to which Alitalia operate frequent flights.

We've got a terminal to match in London too – and we're planning new terminals in New York and Milan. And of course plane-to-plane transfer gets attention – the new DC-8F and DC-9F all-cargo jets are designed to increase the efficiency of cargo handling. Easy to recognise the Alitalia fleet too – see our new all-white aircraft livery with the national colours on the tail fin.

At Alitalia, we always knew ground speed was the key to success in air freight.

We're getting enough business to prove the point. See your forwarding agent then. Or contact Alitalia in London, Manchester, Birmingham, Glasgow or Dublin.

Alitalia Cargo system

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of **artificial Christmas trees, branches, foliage, etc.** falling within tariff items 67.02 and 97.05.

The Special Advisory Authority is required to report by June 3.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will, no doubt, get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting reference No. CRE 511/70.

Tariff Board inquiry on DC mill motors

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of DC mill motors (tariff item 85.01.21, when imported into Australia incorporated in or forming part of (a) excavating and other machinery with a working weight exceeding 50 tons, falling under tariff item 84.23.31, and (b) self-propelling bases and units therefore, falling within tariff items 84.22.19 or 84.23.19).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.01.2	Direct current or universal motors:		
85.01.21	Traction motors; motors suitable for use with gearless lifts; totally enclosed mill type motors	40%	27½%

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 3. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 885/70.

Tariff Board inquiry on artificial christmas trees and other novelties

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of artificial Christmas trees and other novelties (tariff items 67.02 and 97.05).

This reference is of department origin and as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

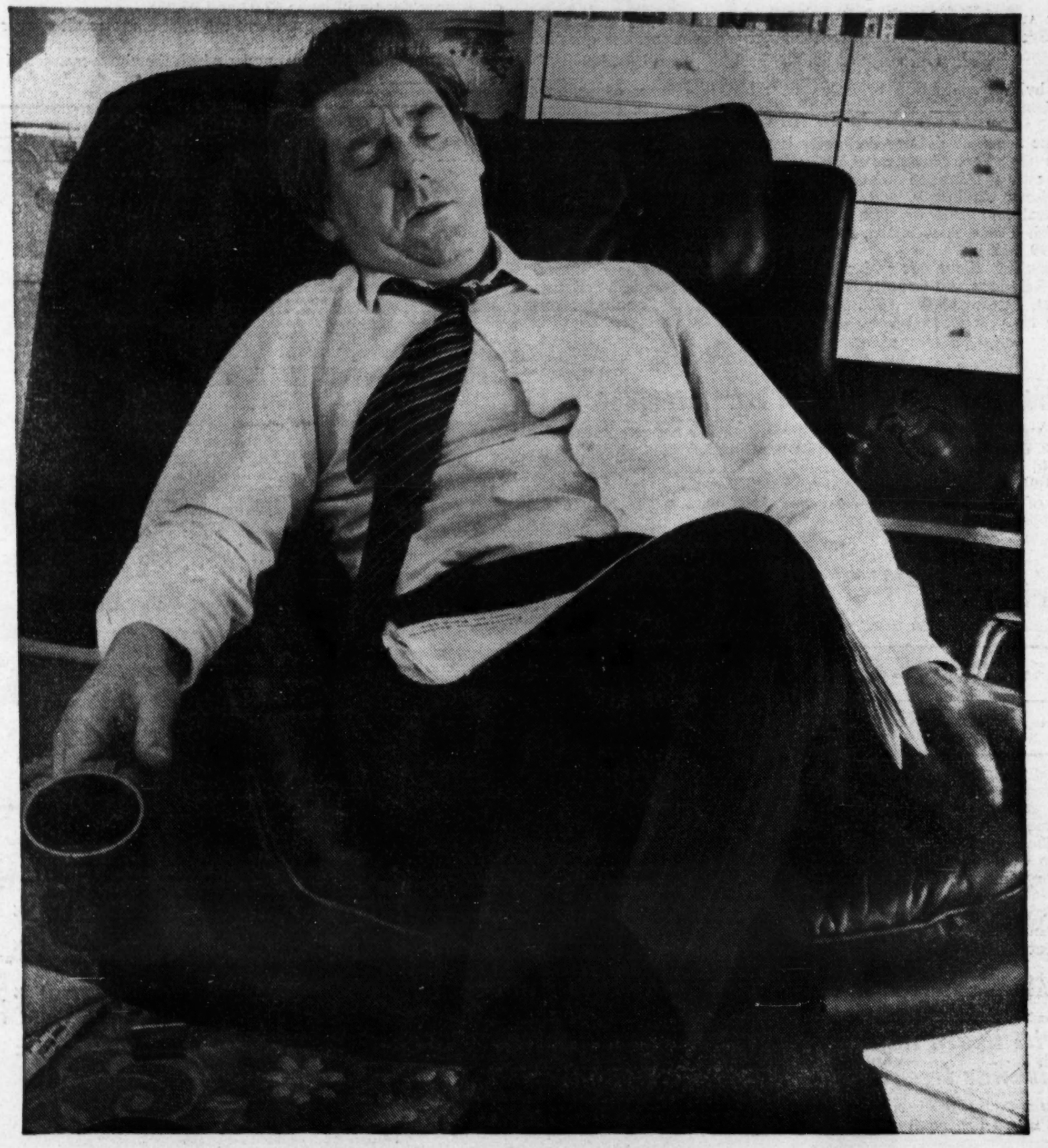
Tariff Item	Goods	Rates of Duty	
		General	Preferential
67.02.000	Artificial flowers, foliage or fruit and parts therefore; goods made of artificial flowers, foliage or fruit: May be fitted with a pin or other minor fastening device Exclusions: Artificial flowers, foliage and fruit of pottery, stone, metal, wood or other materials that have been made in one piece by moulding, etc., or that consist of parts assembled otherwise than by binding, etc. – CN 3 (b) Natural flowers and foliage (e.g. dyed, silvered or gilded) (06.03, 06.04) Floral motifs of lace, of embroidery or of other textile fabric, which though they can be used as trimmings for apparel are not made up in the manner of artificial flowers (i.e., by assembly of the various parts (petals, stamens, stems, etc.) by binding with wire, textile material, paper, rubber, etc., or by gluing or similar methods) (Div. 11) – CN 1 (b) Headgear, etc. (Ch. 65) – CN 1 (d) Glassware (Ch. 70) – CN 3 (a) Wire simply cut to length and covered with textile material, paper, etc., for making stems for artificial flowers, etc. (generally Ch. 73) Toys, carnival articles, etc. (Ch. 97) CN 1 (f)	3%	Free
97.05	Carnival articles; entertainment articles (including conjuring tricks and novelty jokes); Christmas tree decorations and similar articles for Christmas festivities (including artificial Christmas trees, Christmas stockings imitation yule logs, nativity scenes and figures therefor: Includes incomplete or unfinished goods that have the essential character of the complete or finished goods – CN 4 Also includes identifiable parts and accessories, not more specifically included elsewhere, and not being parts for general use and similar goods of artificial plastic materials – CN 1 (j) and 5	•	
97.05.100	Artificial flowers, foliage or fruit Includes artificial Christmas trees on stands and Christmas decorations of artificially foliage with other components such as coloured balls, bells, etc., the goods being essentially artificial flowers, foliage or fruit Exclusions: Christmas tree candles, etc. (34.06) – CN 1 (a) Christmas tree stands (according to material) Bells, etc. (83.1) – CN 1 (k)	7½%	Free
97.05.200	Christmas tree decoration electric lights	37½%	27½%
97.05.300	Statuary figures and figures of a kind ordinarily used as ornaments in the household	32½% Primage 10%	12½% Primage 5%
97.05.9	Other:		
97.05.910	Articles of a kind used for indoor and outdoor games Exclusions: Slot cars and track for slot car racing (97.04)	55% Primage 5%	17½%
97.05.990	Other Exclusions: Fireworks and other pyrotechnic articles (36.05) – CN 1 (b) Fancy dress (Ch. 60, 61) – CN 1 (e) Textile flags or bunting (62.05) – CN 1 (f) Articles of postiche (67.04) Bells, etc. (83.11) – CN 1 (k) Separate articles directions may apply in respect of driving units, transmission and controlling apparatus	45%	27½%

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 3. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 886/70.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St. Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109, St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.



Life's been one long giggle since Fred's been in Exports.

You got the order. You're home. What more does your wife expect? You're supposed to be the life and soul of the party? Doesn't she understand that after travelling, entertaining, tummy upsets, and waiting hours for planes that you've had it? She understands all right but she's been alone for six weeks—and a frazzled, humourless Fred isn't much like the man she married.

Some people think that to survive in exports, let alone get to the top, you must be a little crazy, dedicated though you are. We agree because we have our frustrations with the letters of credit to check, the shipping documents, the currency and all the other money matters. Your problems are our problems and we cope with them. Generally speaking we're one of the calmer sides of your life.

There are less frustrating ways of making money—and less challenging. Which is why we're both in exporting.

Barclays DCO

Exporters are special people. That's why we're a special Bank.

NEW ZEALAND

Tariff and Development Board report

COPIES OF THE following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
4.32.00	Bookbinders' gathering and stitching machines

ARGENTINA

Import duties

ARGENTINA RECENTLY introduced new rates of import duty for the following:

Tariff Item	Description	Duty *Ad val.* c.i.f.
28.42.02.02	Sodium bicarbonate	70%
29.02.03.02	Gamma isomer of hexachlorocyclohexane	20%

Reduced rates of duty will apply until December 31, 1970, on certain goods classified in Tariff Chapter 91 covering clocks and watches and parts thereof.

Details may be obtained from Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

COLOMBIA

Reduction in customs duties for imports by multi-national firms

RESOLUTION 005 of December 18, 1969, permits reductions in customs duties for goods to be imported directly or indirectly as capital imports destined to produce exports. Imports are to be made partly with foreign capital put up by firms of a multi-national nature established, or to be established, in Colombia, and whose object is to increase trade within Latin America.

A translation of the Resolution is available on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

GUYANA

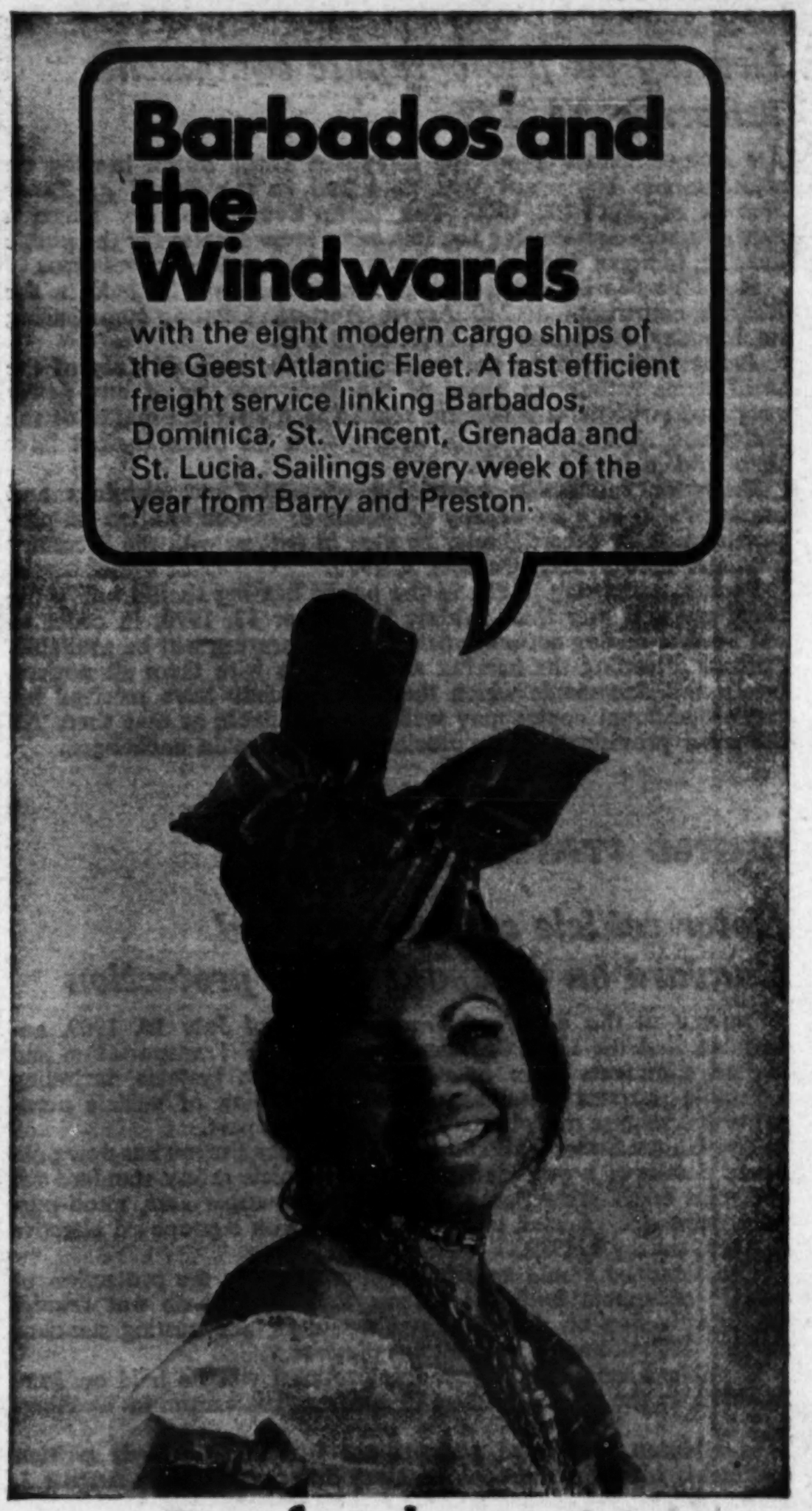
Prohibition of trade with Portugal

THE GUYANA TRADE (Portugal) (Prohibition) Order, 1970, dated April 18, 1970, prohibits direct trade between Guyana and Portugal, also trade with third countries where re-exports in either direction are involved.

Copies of the Order may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, Room 455, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*


Barbados and the Windwards
with the eight modern cargo ships of the Geest Atlantic Fleet. A fast efficient freight service linking Barbados, Dominica, St. Vincent, Grenada and St. Lucia. Sailings every week of the year from Barry and Preston.
Fast freight service
GEEST LINE
Spalding, Lincolnshire PE11 2AL
Tel: Spalding 3901 · Telex:32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: 044 62 4121. Telex 49428. Albert Edward Dock, Preston, Lancs. Tel: 0772 29281. Telex 67642. Hornby Dock, Bootle 20, Liverpool, Lancs. Tel: 051 922 6383. Telex 627263.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32589.
Agents: Killick, Martin & Company Ltd., Dunster House, 28, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47833. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 67 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

CANADA

Hearing on photographic equipment: reference No. 147

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on photographic equipment was published in the *Board of Trade Journal* of April 22, 1970. The Tariff Board has now issued a further notice announcing the following revised dates for the public hearing, filing of proposals, and filing of briefs and submissions.

A public hearing relative to this Reference will be held in the Board's courtroom at 219 Argyle Avenue, Ottawa, commencing on Monday, November 23, 1970, at 10 a.m.

Proposals concerning the wording and the rates of duty of the tariff items within the scope of the Reference, or of any newly proposed tariff items which are related to the subject matter of the Reference, should be filed in writing with the Secretary not later than Friday, June 19, 1970.

Briefs or submission containing relevant facts, opinions and arguments in support of any proposals or in contestation of proposals made by others should be filed in writing with the Secretary not later than Friday, October 2, 1970.

Persons proposing to attend the public hearing should notify the Secretary not later than Friday, November 13, 1970, in order to ensure that seating accommodation at the hearing will be available. Persons attending the hearing should bring with them all notices, briefs and documents which they may already have received because additional copies may well be unavailable at that time. All the other provisions of the previous notice remain unchanged.

Mr. C. W. Benedict, managing director of Porth Textiles Ltd., examines their range of Christmas decorations with Mr. R. G. Jones export sales manager and Mr. T. Isaacs sales director. The company expects to export over $250,000 of Christmas decorations to the United States and Canada this year.

UNITED STATES

Motor vehicle safety—proposed standard on occupant crash protection

A NOTICE IN the *Board of Trade Journal* of July 16, 1969, announced that the United States Department of Transportation had invited comments from interested persons on systems, including inflatable restraint systems, for crash protection of vehicle occupants that require no voluntary action on their part.

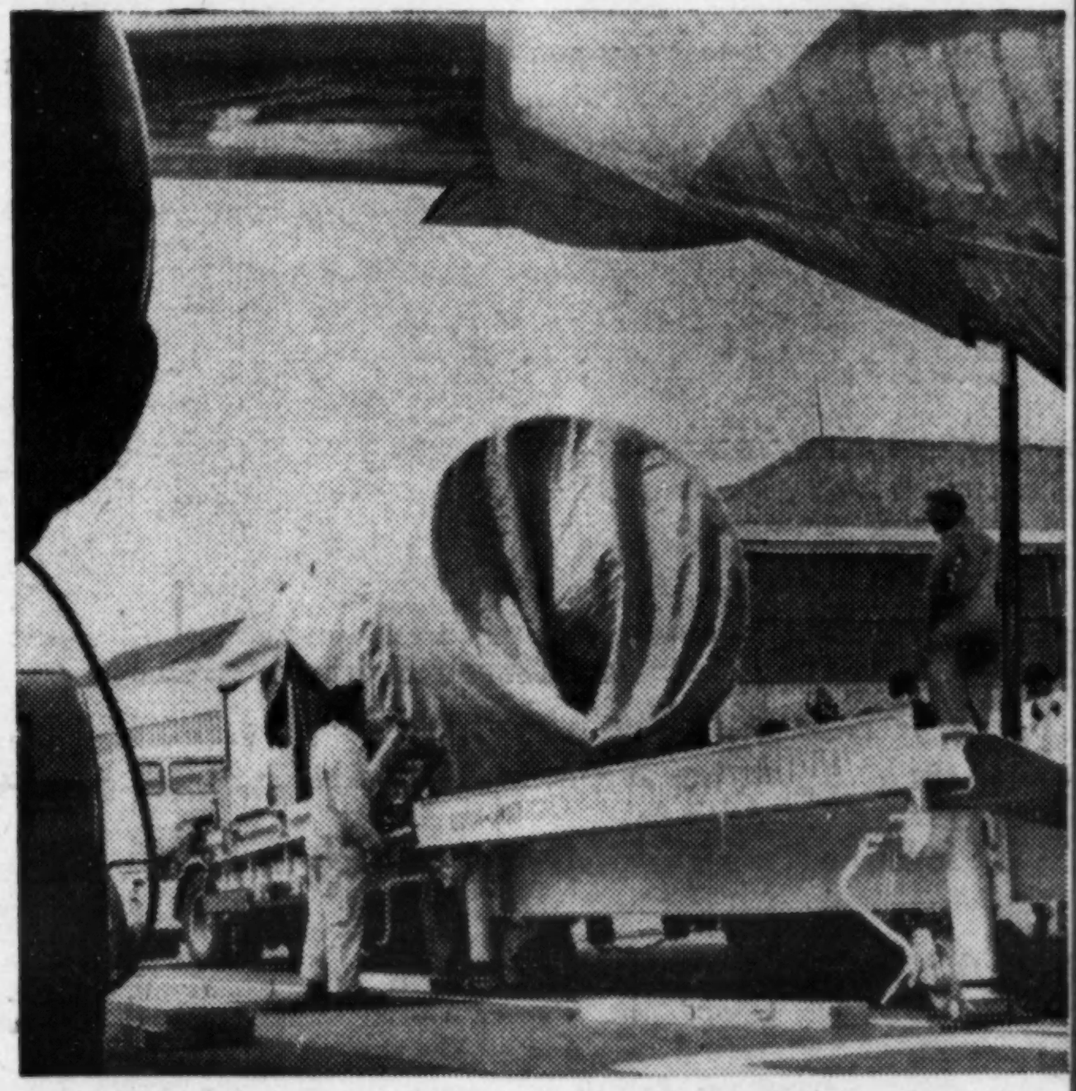
The United States National Highway Safety Bureau has now published details of a proposed new motor vehicle safety standard for occupant crash protection applicable to passenger cars, multi-purpose passenger vehicles, trucks and buses with a proposed effective date of January 1, 1972.

The standard would specify requirements for the protection of vehicle occupants both by systems that do and do not require voluntary action on their part and would replace existing standard number 208 relating to seat belt installations.

A public meeting to discuss this proposal will be held on June 24, 1970, in the Department of Commerce Auditorium in Washington.

In addition, interested persons are invited to submit written comments with the National Highway Safety Bureau by August 3, 1970.

Further information about this proposal may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 7.5.70.



Two Rolls-Royce RB.211 propulsion systems for the first Lockheed TriStar airliner under construction at Palmdale, California, were air freighted from Shorts, Belfast, on May 11. These two podded engines will enable airframe/engine compatibility and systems checking to be undertaken on the first of the new Lockheed aircraft, together with engine ground running. Engine ground support equipment was air freighted from the Rolls-Royce Flight and Test Establishment, Hucknall, to Palmdale last month.

Motor vehicle safety—consumer information regulations

THE UNITED STATES National Highway Safety Bureau has announced a number of small clarifying amendments to the United States motor vehicle consumer information regulations, which become effective on July 1, 1970.

Further details may be obtained from Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 30.4.70.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks - 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', Organization for Overseas Marketing' and 'Agency Legislation and Practive Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Motor vehicle safety—certification regulations

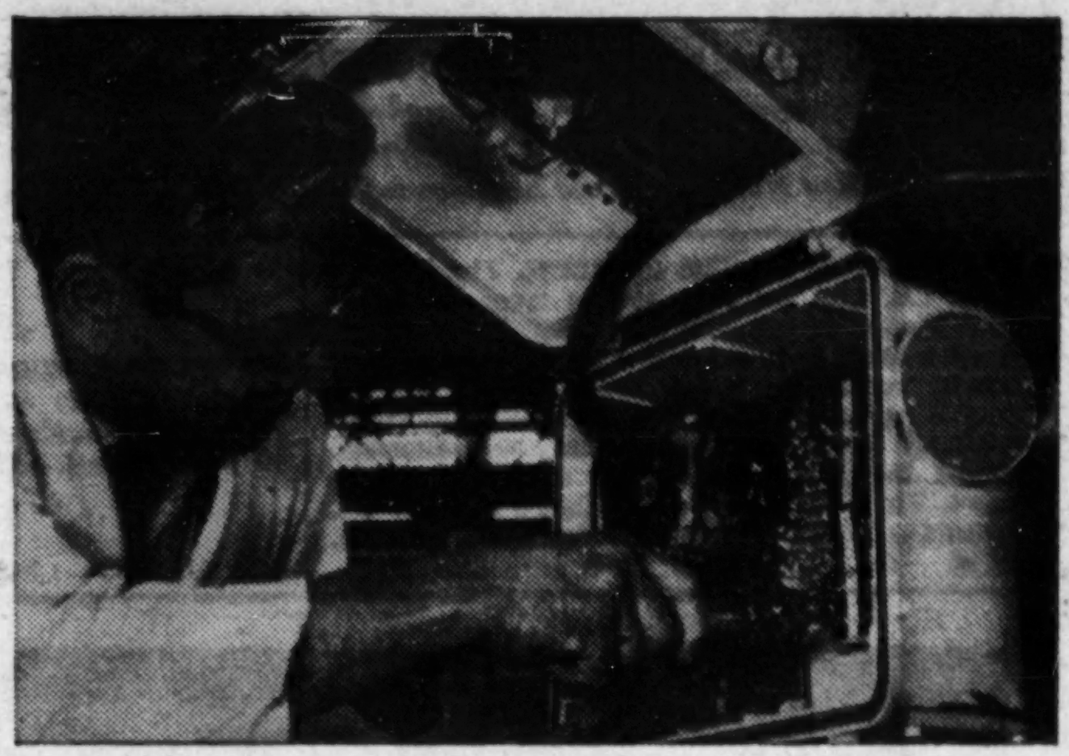
THE UNITED STATES National Highway Safety Bureau has under consideration a proposal to extend the requirements of the motor vehicle certification regulations to include on the certification label the gross vehicle weight rating, gross combination weight rating and the gross axle weight ratings as appropriate.

Interested persons are invited to submit comments on this proposal with the National Highway Safety Bureau by July 29, 1970.

Further information may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 1.5.70.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.



One of a batch of 200 special 'Power Plant' valve actuators being tested at the Bath, Somerset, factory of Rotork Controls Ltd., before despatch to Australia for use at Liddell Power Station, New South Wales.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

GIFTS IN A MATCHBOX Series, also TARTAN-BACKED PLAYING CARDS, SPIRIT FLASKS. Enquiries to Cumbrae Supply Co., 19 Watt Road, Glasgow, S.W.2.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

One of the guests at a reception held in London by Petty & Sons, Leeds (British Printing Corporation) to launch its new £230,000 Cottrell-Marinoni web offset press. was Norman Marshall of Marshall Cavendish whose successful partwork 'Story of Life' was one of the first jobs to be produced by the new press. 'Story of Life' is being launched with tremendous success in the United States. Mr. Marshall is pictured here (right) talking to Kenneth Petty, managing director of Petty & Sons.

Cory Brothers Shipping, part of the Powell Duffryn Group, conducted Mr. P. Kubadinski, Deputy Prime Minister of Bulgaria, on a tour of Tilbury Docks on April 30. Outside Cory Brothers Shipping's offices at Tilbury Docks are, from left: Mr. Kubadincki; Mr. E. Filipov, assistant to the Councillor, Trade Delegation of Bulgaria in London; Mr. J. Barclay, manager of Cory Brothers Shipping, Tilbury; Mr. H. Lorkin, director, Cory Brothers Shipping; and Mr. P. Doinov, of the Bulgarian Shipping Corporation.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

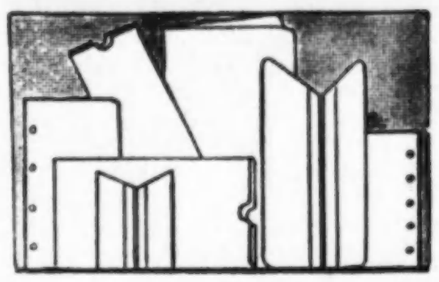
Government Publications

required by customers in the Midlands may be obtained quickly from
Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 72042 2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ x ¼″
Brake Press 10′ x ⅛″

Leslie T. Clark

(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators' Association.

CUNNINGTON AND COOPER (SPECIAL METALS) LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475

Designers, Engineers, Fabricators of Titanium, Zirconium, Tantalum, Niobium, Molybdenum, Platinum, and Nimonics/Nickels.

POCKLINGTON & JOHNSON LIMITED
PRECISION SPRING MANUFACTURERS
in wire and flat strip section material

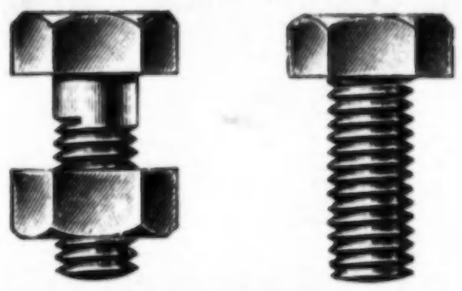
Registered Office:
74 Bridge Road East, Welwyn Garden City, Herts.
Phone: Welwyn Garden 23845-9

London Office:
111 Clerkenwell Road, London, E.C.1.
Phone: 01-405 2468

Experience with special and orthodox materials
Quantity range from 'one off' to bulk production
Technical advice given without obligation

Enquiries answered without delay.

Bolts and nuts, screws, rivets, studds, studding, washers.
All sizes and types in any material.

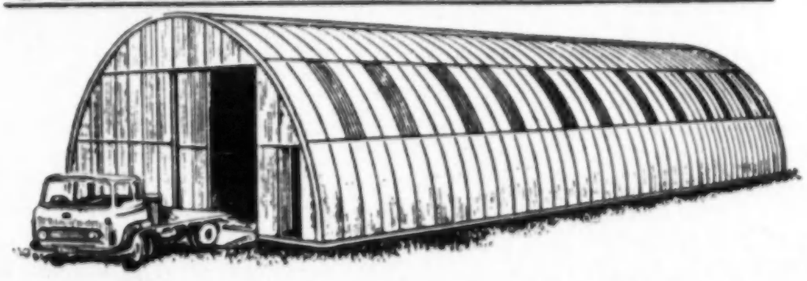


Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, 12
Trunk Dial 021-449 3781 (6 lines)
G K N Bolts & Nuts Accredited Stockist

Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers. Prototype work. Forming, dishing, louvring, nibbling, slotting and flanging.
8′ press brake capacity. Site welding

C. E. Turner (Engineers) Ltd.
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS

35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors. Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS

Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

Screwing machines

For Bolts and Pipes.
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks
0274 53388

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches, eyeletting tools, pliers etc.,
Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O

MAUN INDUSTRIES LTD.
Mansfield Notts Telephone: 24525

Introducing the well-known range of

Lucy Harding

QUALITY PLASTIC WARE

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes

Prices and Catalogues from:

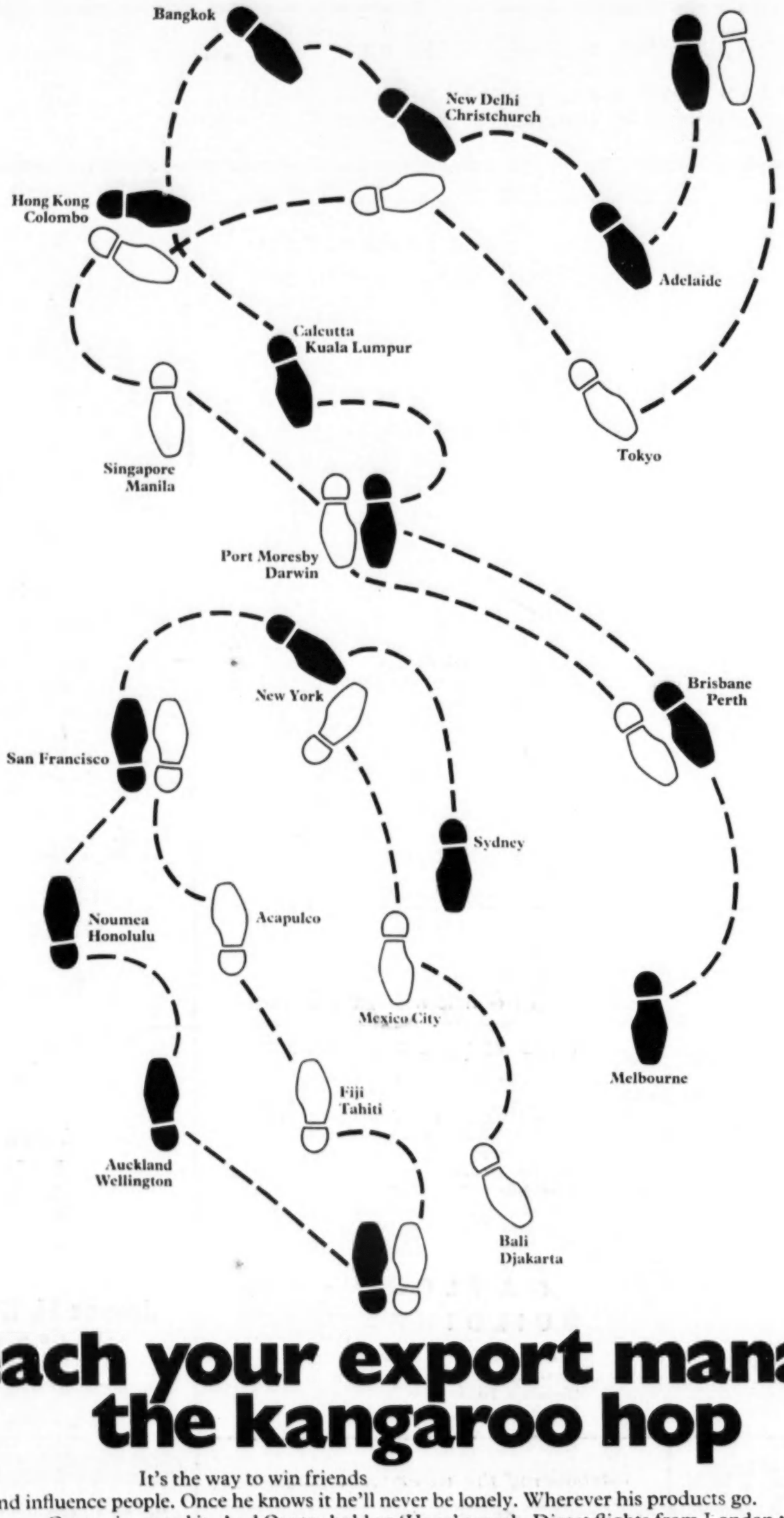
COPE ALLMAN PLASTICS LTD.
Fitzherbert Road, Farlington, Portsmouth.
Hants. Tel. Cosham 70102

STEELTUBE

Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.

Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON



teach your export manager the kangaroo hop

It's the way to win friends and influence people. Once he knows it he'll never be lonely. Wherever his products go.

Qantas invented it. And Qantas hold 17 'Hops' a week. Direct flights from London to Australia and the South Pacific. *No delaying transhipment of goods once they leave London.* And with roll-on, roll-off palletised cargo service, Qantas are almost as fast on the ground as they are in the air.

The Kangaroo Hop is modern from start to finish. Lessons are free—and the 'real thing' costs much less than you think. Qantas. We're Australian. And we sure get around.

Shall we dance? See Qantas or your cargo agent.

QANTAS AIR CARGO

FLYING THROUGH OUR 50th GOLDEN YEAR 1920 50 1970

Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Perth, Sydney (and Melbourne from July 1st)